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CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 185

April 16, 1966

No. 4496

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PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

GLASGOW: 8 Merrylee Road, Newlands, S.3. Phone: Merrylee 6356.
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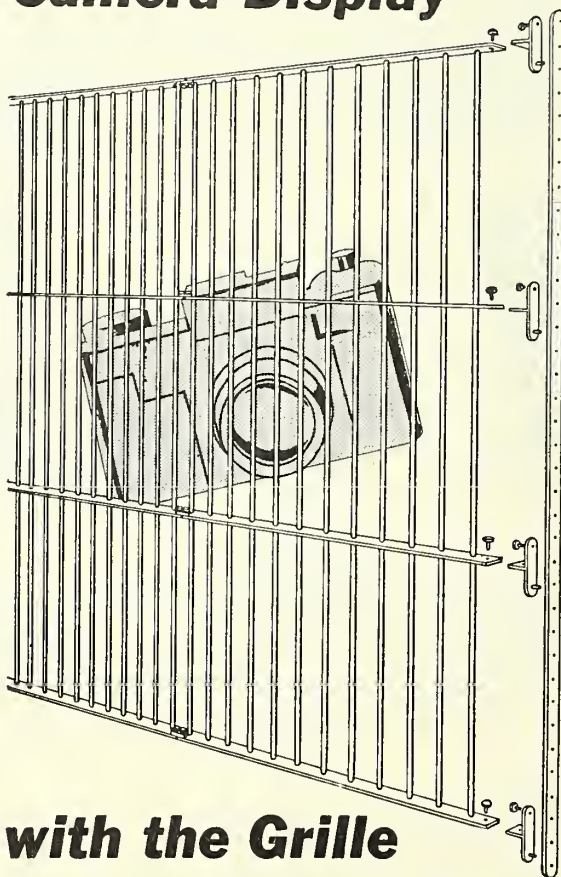
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C & D CHEMIST AND DRUGGIST

Volume 185

APRIL 16, 1966

No. 4496

Morning Glory

SOCIETY'S FIRST INVESTIGATIONS

THE Pharmaceutical Society's first investigations into morning glory seeds have indicated that some seeds at present being marketed in the United Kingdom are harmful.

On April 7 the Home Secretary received from the Society a report giving the details. The Home Office has invited representatives of the seed trades' organisations to meet the Society and Home Office officials to discuss the problem. Meanwhile the Home Secretary hopes that suppliers will continue their suspension of all sales of morning glory seeds.

"Dunlop" Too Exacting?

A WARNING OF "OVERPROTECTION"

"WE are well protected by the Dunlop Committee but perhaps we should make sure we are not overprotected," said Sir John McMichael (professor of medicine, University of London Post Graduate Medical School) in addressing the pharmaceutical group of the Royal Society of Health on April 5. Overprotection, said Sir John, might result in missing valuable remedies. He cited the advantageous action of digitalis on the diseased heart, suggesting that today digitalis might be rejected if submitted as a new drug to the current routine for appraising drugs. All really effective treatment involved some "pretty radical interference" with the human body and treatment must therefore involve certain hazards. Calculated risks were inseparable from advances in medicine. "We must stop throwing stones at the drug companies," declared the speaker, "because they have led the way to some of the most spectacular advances in the treatment of disease."

Pharmaceutical Industry

FACTS AND FIGURES IN NEW LEAFLET

PROMOTIONAL expenditure by the pharmaceutical industry in Great Britain during 1964 cost £10.4 millions including £4.8 millions on medical representatives, according to a leaflet issued by the Association of the British Pharmaceutical Industry on April 12. The expenditure represented 11.7 per cent. of sales which the leaflet says is "not exceptional." In a comparative survey with twelve other industries, the pharmaceutical industry ranked fourth highest for promotion expenditure expressed as a percentage of turnover. Among other facts and figures given in

the leaflet, the international character of the industry becomes evident. Of the seventy major producers of prescription medicines in the United Kingdom, 40 per cent. are British owned, one-third are American owned, French and Swiss companies control 7 per cent. and the remainder are German, Swedish, Dutch and Danish.

International Congress

TRAVEL AND ACCOMMODATION

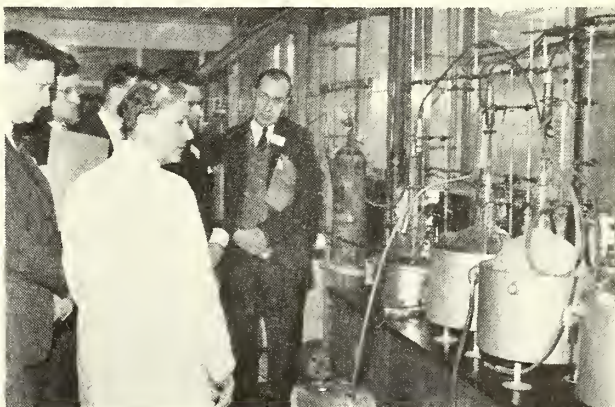
THE following arrangements for travel to, and accommodation at, the general assembly of the International Pharmaceutical Federation and International Congress of Pharmaceutical Sciences, in Madrid, September 18-25, have been suggested.

September 18. Leave London Airport, 12.50; arrive by Iberia Air Lines at Madrid Airport, 14.45. September 25. Leave Madrid, 13.55; arrive by British European Airways at London Airport, 15.55.

Inclusive charge (per person): Superior first-grade hotel: Twin-bedded room, without bath, £84 15s.; single room with bath, £94 15s. First-grade hotel: Twin-bedded room, with bath, £74 17s.; without, £72 4s. Single room, with bath, £78 17s.; without, £73 5s. The charges are subject to at least fifteen persons travelling together on the outward flight. They include return air fare; seven nights' half-pension accommodation (room, plain breakfast and one meal daily), gratuities, taxes and

CHEMICAL INDUSTRY CAREERS:

Forty headmasters, career masters, technical college science teachers and members of the Youth Employment Service from Enfield and surrounding districts took part in an "open day" organised by Thomas Morson & Son, Ltd., Ponders End, designed to provide comprehensive information on the career opportunities available to school leavers in the industry. The programme included tours of sections of the 9-acre plant, demonstrations of the development and analytical laboratories, and a preview of the new training facilities for chemical operators. Some members of the party are seen in the organics laboratory.



transfers between airport and hotel in Madrid. The arrangements are subject to confirmation. Applications should be made to Thos. Cook & Sons, Ltd. (Ref. 2), 123 High Holborn, London, W.C.1, enclosing a deposit of £3 for each person. Applicants should also notify Mr. W. K. Fitch, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.2.

Redevelopment Schemes

ASSESSMENT OF TRADING POTENTIAL

ALTHOUGH local authorities will suffer from faulty town planning, the developers and shopkeepers will undoubtedly be the worst hit as developers have a big investment risk, while shopkeepers have their premises and their livelihoods at stake, says a report by the Association of Land and Property Owners. The report, Shops in Redevelopment Schemes, says that increased values in an area do not come about inevitably from planned development. A realistic assessment is required of the shopping and commercial development that a town can support. Only accurately evaluated statistical surveys will show the potential and planning required to keep pace with demand but not to exceed it. The report emphasises the need for research into shopping requirements. At present there are 400 or more town centre redevelopment schemes "in the pipeline" and there is an increasing fear that the rate at which new shops are being constructed in certain areas is running ahead of the probable growth of demand for shopping facilities. The existing traders are conscious of that situation and they ask for early consultation, adequate research, implementation of statutory rights, opportunities for participation and adequate

compensation. The report strongly recommends that planning authorities should consult occupiers and owners of premises involved in redevelopment at an early stage. It also suggests priorities in allocating new premises. Initially there should be a small number of the large stores and supermarkets, then displaced shopkeepers followed by other shopkeepers in business within the town and finally outside traders. The report also recommends that although traders seldom have the unity of purpose, expertise or financial resources to engage in large-scale development, the local authority should give them the opportunity to form consortia to redevelop their premises.

Dangerous Drugs Act

LIST OF AUTHORITIES WITHDRAWN

THE Home Office has issued a new list of medical practitioners, dentists, pharmacists and midwives whose authorities under the Dangerous Drugs Act 1965 have been withdrawn. The list is identical with that in the *C. & D. Diary and Year Book*, 1966, p. 254, except that some new addresses are given. They are as follows:—

CARON, Henry Joseph, 87 Brynhefryd Fern Dale, Rhondda, Glamorgan.
LEVEN, Thomas, The Becches, Lesmagow Road, Strathaven, Lanarks.
O'REILLY, James Joseph, Springfield, Caldcot, Chepstow, Mons.
QUIRKE, William, 5 Queen Elizabeth II hospital, Maseru, Basutoland.
RICHARDS, Geoffrey Roderick, 5 Carrymore Mansions, Sketty Road, Swansea.
TOBIN, Joseph Anatole France, 6 Little Youngs, Welwyn Garden City, Herts.

British Standards

NEW AND REVISED SPECIFICATIONS

RECTANGULAR pressure steam sterilisers intended for dealing with bottled fluids and operating with saturated steam and with fully automatic control are the subject of a new British Standard B.S.3970 Steam Sterilisers 3970: Part 2: 1966 (price 5s.). Another new standard is B.S.3996:1966 Colour Coding for one-mark and Graduated Pipettes (price 4s.). It uses seven colours of bands of fired-on enamel

to distinguish 40 different capacities of one-mark pipettes and 25 graduated pipettes. B.S.4005: 1966 Surgical Rubber Gloves (Single Use) (price 4s.) prescribes dimensional and quality requirements and test methods. In the series devised for the testing and approval of domestic electrical appliances B.S.3456: Section B3:1966 (price 4s.) refers to mains operated dry shavers whilst B.S. 3456: Section B4:1966 (price 4s. 6d.) deals with electric hair dryers. Work is being done to revise B.S.3232 Safety Requirements for medical treatment lamps.

Agricultural Chemicals

MORE APPROVED PRODUCTS

THE Agricultural Departments of the United Kingdom announce that the following additional products have been approved under the Agricultural Chemicals Approval Scheme:—

Insecticides

CARBARYL WETTED POWDERS: Carbaryl 85 (Mi-Dox, Ltd.).

CHLORFENVINPHOS. For the control of cabbage root fly (brassicas), carrot fly (carrots) and frit fly (maize and sweet corn). LIQUID FORMULATIONS: Birlane 24 (Shellstar, Ltd.). GRANULAR FORMULATIONS: Birlane granules (Shellstar, Ltd.).

Fungicides

DINOCAP LIQUID FORMULATIONS: Crothothane liquid (May & Baker), Ltd.; Mi-Dox dinocap liquid (Mi-Dox, Ltd.).

Herbicides

2,4-D AMINO SALT FORMULATIONS: Baywood 2,4-D (Baywood Chemicals, Ltd.).

DICAMBA with MECOPROP. For post-emergence use in cereals for the control of many annual and perennial weeds including chickweed, cleavers and polygonums. POTASSIUM SALT FORMULATIONS: Di-Farmon (Farm Protection, Ltd.).

DICHOLOBENIL. A soil acting weedkiller for the control of annual and perennial weeds in blackcurrants and gooseberries. WETTABLE POWDERS: Casoron 133-W.P. (Mi-Dox, Ltd.). MECOPROP with 2,4-D. AMINE SALT FORMULATIONS: Cromptex CMPP extra (Cromptex, Ltd.).

Shop Hours

HAIRDRESSERS AGAINST DERESTRICTION THE National Hairdressers' Federation at its Portsmouth conference on April 11 strongly disagreed with the

Consumers' Association's recommendations for unrestricted shopping hours. The Federation was in favour of 7 p.m. closing with one or possibly two late nights each week. The Federation was also against the Union of Shop Distributive, and Allied Workers' view that the general closing hour should be 6 p.m.

Chemists' Retail Sales

BOARD OF TRADE STATISTICS

THE index of retail sales by chemist and photographic dealers in February was 106 (average monthly sales in 1961=100), an increase of 7 per cent over the same period a year earlier. Figures recently issued by the Board of Trade also reveal the following index for the month:—

Independent retailers	103 (+ 6 per cent.)
Multiple retailers	111 (+ 8 per cent.)
Co-operative societies	105 (+10 per cent.)

Works Explosion

DAMAGE AT LANCASHIRE FACTORY

AN explosion which was heard over a wide area, occurred at the Halebank works of Ward Blenkinsop & Co., Ltd. on April 6. Extensive damage was caused at the site of the explosion which was believed to have been caused by a cylinder of explosive gas. Fortunately the incident occurred late in the evening and, although some workers were on duty, no one was hurt.

IRISH NEWS

THE REPUBLIC

Marketing

COMPLETION OF COURSE

AN eight-course marketing seminar in which seventeen pharmacist-member of the Irish Pharmaceutical and Medical Representatives' Association took part was recently completed. Aim of the course was to encourage members to take a more comprehensive interest in the subject of marketing and the lecturer (Mr. M. Quinn, College of Commerce, Rathmines) showed the latest techniques, applied to a wide section of industry. Mr. M. F. Walsl (president of the Association) is understood to have stated that the course had been successful and that members had acquired knowledge that would be of considerable benefit to them in carrying out their duties.

IRISH BREVITIES

THE REPUBLIC

Dr. E. Gurr, an honorary research associate of the department of anatomy, University College, Cork, has presented £1,000 to the college to establish prizes to be competed for by histology students. Dr. Gurr is director of Edward Gurr, Ltd., 42 Upper Richmond Road West, London S.W.14.

SOUTH Tipperary Pharmacists' Association is holding its annual dinner and dance in Kilcoran Lodge hotel, Cahir on April 27. Proceeds are to be devoted to the Pharmaceutical Society of Ireland Benevolent Fund. Tickets may be had from Mr. A. J. Quirke, 55 O'Connell Street, Clonmel, co. Tipperary.

INFANT MILK FOODS

Grocers' evidence to Monopolies Commission

IN a memorandum to the Monopolies Commission, which is considering the distribution of infant milk foods, the National Grocers' Federation has stated that for some time the Federation has tried to persuade manufacturers of infant milk foods to supply retail grocers, but their efforts have been fruitless owing to the manufacturers' determination to confine sales of those products to chemists' shops. The Federation claims that it is unreasonable for any particular trade to receive concessions that virtually give that trade a monopoly on the retail distribution of one range of product. He points out that many of grocers' basic products are highly perishable, some having a short shelf life—far less than infant milk foods. Another argument is that a high percentage of grocers stock canned baby foods, 75 per cent. of the total sales of those products being, in

fact, through grocery outlets. "Retailers and consumers alike consider that it is irrational that a mother may purchase her baby's main meals and some breakfast cereals at a grocer's yet have to go to chemist for certain cereal foods and milk products." The Federation adds "This situation is difficult to explain to the consumer who is unaware of restrictions imposed by these manufacturers. The housewife of today expects to be able to purchase most foodstuffs in one store. The retail grocer naturally wishes to satisfy his customers' requirements and is quite capable of efficiently handling the products in dispute if the unreasonable restrictions are removed." It is also claimed that many members of the Federation who in the past received certain of the products from wholesalers had their supplies stopped after the manufacturers intervened.

NEWS IN BRIEF

THE Treasury has announced that the Chancellor of the Exchequer is to present the Budget on May 3.

AN inquiry into marihuana and its use, produced for the B.B.C. Third Programme, is being broadcast on April 20.

MINISTRY of Health Hospital Building Bulletin No. 5, "Traffic Movements and the Inter-relation of Departments" has been published by H.M. Stationery Office (price 6s.).

A GRANT of £75,000 was recently made by the Wellcome Trust to the University of Glasgow Veterinary Hospital. Studies now proceeding are being extended by the addition of a new two-story building with up-to-date facilities.

ON the initiative of the Consultative Assembly of the Council of Europe, Members of Parliament who, in their national assemblies, specialise in public health problems are holding a four-day symposium in Berlin, West Germany, beginning May 10.

THE Scottish Home and Health Department is advising chemists and doctors that, when oxygen sets are supplied for the use of patients in their own homes, a stand for the oxygen cylinder is always to be included unless the prescribing doctor indicates on form EC10 that no stand is required.

A HORMONE that is absorbed through the feet and antennae of insects, and which prevents development in miniature specimens or kills adults with deranged reproductive organs, has been synthesised in the United States. A report in *The Times* of April 4 states that the compound has been found effective in "a couple of dozen" species.

ALL education, health and welfare authorities have been asked by the Ministry of Health and the Department of Education and Science to review their services relating to handicapped children and young people, following a working party report that, while individual services for handicapped children and young people may be good, they are often not adequately co-ordinated.

ABERDEEN and Kincardine Executive Council recently approved a recommendation from its finance and general purposes committee that the introduction of a paid rota service in Inverurie, Aberdeenshire, should be taken up with the Scottish Home and Health Department. Up to the present three chemists have been operating a voluntary rota service as one chemist had withheld his consent at the time a rota service had previously been considered.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY

Shropshire and Montgomeryshire.—Chairman, C. H. Francis; Treasurer, I. McTaggart; Secretary, B. J. Teague, 14 Portland Drive, Walton Hills, Much Wenlock, Salop.

Slough.—Chairman, J. D. Morgan; Social Secretary, Miss C. J. Rippon; Treasurer, J. H. Coulson; Vice-chairman and Secretary, A. M. Trinder, 9 Stewart Close, Ffield, Maidenhead, Berks (telephone: Home: Maidenhead 27218; Business: Burnham 425).

TOPICAL REFLECTIONS

By Xrayser

Valid criticism

We who allow ourselves the luxury of indulging in occasional criticisms of certain medical shortcomings in that part of their work which affects ourselves must not complain if any deficiencies of our own are mentioned by a doctor. I note that Dr. W. P. Thomson, in the course of an address to the Royal Society of Health, said (p. 340) that, despite what might be said about container allowances, he was annoyed when he saw in a patient's house a valuable product that had been dispensed in a little cardboard container. The criticism is valid and is one that the Council of the Pharmaceutical Society would uphold. If I have any criticism of the doctor's statement it is that he should not have confined his complaint to what he called a "valuable" product. The duty of the pharmacist is to ensure that *all* medicines, regardless of cost, should be dispensed in suitable containers. No one, for example, could claim that aspirin tablets were valuable, in terms of money value—if that is what Dr. Thomson intended by his reference to valuable products. Yet, if the treatment most suitable to the needs of the patient is low-priced, it should still reach his hands in good condition and in such a container as ensures that it remains so. It is perhaps natural that the speaker should have felt a sense of shock at finding a "valuable" product so dispensed, but logically the principle of suitable containers applies universally to all medicines.

Dosage

That there are many sides to the question of accurate dosage in medicines is obvious from a study of the report (pp. 362-63) of the meeting dealing with the subject. It has been the pride of the pharmacist to ensure, so far as is humanly possible, that the instructions of the physician are faithfully carried out though—so far as liquid medicine is concerned—much of the intention of the doctor is undone by the manner in which it is taken. To me it has always seemed ironical that grave fault should be found with a dispensed medicine that showed a small percentage aberration when the patient might have used as his measure a tablespoon with a difference of as much as 75 per cent. That fault would be capable of correction by the issue of standard spoons or measures but how many households possess, at the moment, such an important adjunct to the taking of medicines? The contribution of Mr. G. Smith illustrates some of the problems to be overcome in securing accuracy of measurement. Fortunately there is considerable latitude in the dose of many medicines in general use, and that seems to take care of the indifference of that patient who takes his dose by the shortest route of all—direct from the bottle. He does so, of course, only with the simpler and less dangerous medicines, of which there are fewer with the passing of the years. But even the high standard of accuracy of the individual product, produced with the utmost care and quality control, is open to question on account of a number of imponderables, particularly if it consists of two or more ingredients. For the dose of each is fixed, and it would take a high degree of skill to assess that the proportions of each are exactly right for the treatment of a particular patient. Patients come in all shapes and sizes. To paraphrase Browning, there are great men, small men, lean men, brawny men, grave old plodders, gay young friskers . . . and the standard dose and the standard spoon become difficult to define. None of those reflections affects the duty of the pharmacist, which is to carry out the intention of the prescriber in an exact manner.

Time for reflection

Last week's issue reminds us that we are soon to be taking part in yet another election, this time to fill seven vacancies in the Council of the Pharmaceutical Society. The policy statements of the candidates merit careful study. There seems to be strong feeling in regard to the question of restriction to the pharmacist of the sale of medicines—so much so, indeed, that other points of difference or distinction will have to be sought. After all, we have only seven votes or less.

PRICES "FREED"

Fixing banned on certain goods

THE Registrar of Restrictive Trading Agreements has issued a consolidated list of thirty-three classes of goods that have been freed from resale price maintenance by the Restrictive Practices Court. In all cases the court's decision was taken because the registered suppliers decided not to contest the proceedings. The classes of goods of interest to pharmacists and the dates upon which resale price maintenance was abolished in respect of those goods are as follows:

BAN EFFECTIVE FROM NOVEMBER 30, 1965

Flower, vegetable and grass seeds of a kind used for sowing and supplied in branded packs within headings 07.05, or 12.03 of the Brussels Nomenclature.

Compound fertilisers in branded packs, within heading 31.05 of the Brussels Nomenclature.

Vacuum flasks and other vacuum vessels, complete with cases, within heading 98.15 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature.

BAN EFFECTIVE FROM FEBRUARY 14, 1966

Carrying cases for field glasses within heading 42.02 of the Brussels Nomenclature.

Binoculars and field glasses and eyepiece shields therefor, within heading 90.05 of the Brussels Nomenclature; rubber rain guards therefor classified under heading 40.14 of the Brussels Nomenclature.

BAN EFFECTIVE FROM MARCH 28, 1966

Prepared foods for invalids or diabetics within headings 04.02, 19.02, or 21.07 of the Brussels Nomenclature.

Stabilised wheat germ within heading 11.02 of the Brussels Nomenclature.

Arachis oil, maize oil and olive oil for culinary or pharmaceutical use within heading 15.07 of the Brussels Nomenclature.

Food, drink and cooking preparations, specially prepared as aids to slimming diets, the following:—Biscuits, coffee drink powder, soups, artificial sweetening tablets and liquid, sucrose-based sweetening compounds, powdered preparations for adding to milk or water, vegetable oil for use in cooking, all within headings 15.07, 19.08, 21.02, 21.05 or 21.07 of the Brussels Nomenclature.

Biscuits specially prepared for diabetics within heading 19.08 of the Brussels Nomenclature.

Mixtures of raspberry vinegar and olive oil within heading 21.04 of the Brussels Nomenclature.

Artificial sweeteners within heading 21.07 of the Brussels Nomenclature.

Wine of fresh grapes (including vermouths and other wines flavoured with aromatic extracts) within headings 22.05 or 22.06 of the Brussels Nomenclature.

Wines obtained by fermentation other than of fresh grapes, black beer (including black beer blended with wine), within heading 22.07 of the Brussels Nomenclature but not including cider or perry.

Spirits, liqueurs and other spirituous beverages, compound alcoholic preparations (known as "concentrated ex-

tracts") when in packings for retail sale for the manufacture of beverages, within heading 22.09 of the Brussels Nomenclature.

Crown corks within heading 83.13 of the Brussels Nomenclature.

Primary dry batteries within heading 85.03 of the Brussels Nomenclature.

NATIONAL HEALTH SERVICE COSTS

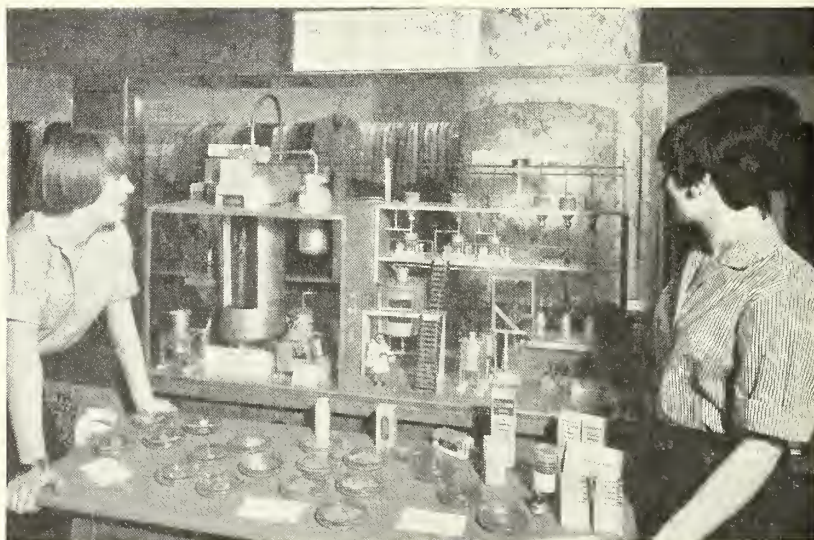
Proprietaries and their equivalents

THE Ministry of Health has published a selection from the British National Formulary of proprietary preparations and equivalent or similar non-proprie-

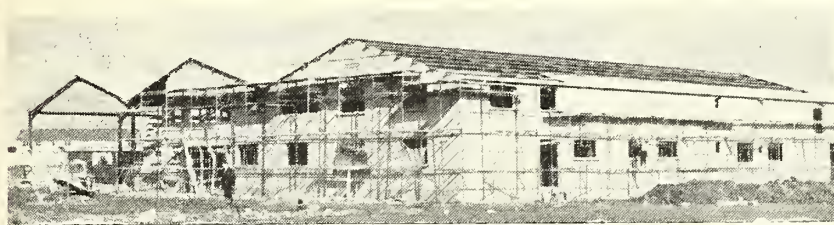
tary preparations showing doctors the estimated savings if the non-proprietary preparations were prescribed. The items listed are:—

QUANTITY	PROPRIETARY NAME	TOTAL N.H.S. COST	EQUIVALENT OR SIMILAR NON-PROPRIETARY PREPARATION	TOTAL N.H.S. COST	ESTIMATED SAVING*
		s. d.		s. d.	£
8 fl. oz.	Agarol emulsion	4 6	Emulsion liquid paraffin and phenolphthalein, B.P.C.	3 9	11,000
8 fl. oz.	Aludrox gel	4 6	Aluminium hydroxide mixture, B.N.F.	4 0	28,000
1 fl. oz.	Brovon inhalant	12 3	Compound adrenaline and atropine spray, B.P.C.	4 0	42,000
25	Codis tablets	3 10	Soluble compound codeine tablets, B.P.	3 4	109,000
2 fl. oz.	Coscopin linctus	3 10	Noscapine linctus, B.P.C.	3 1	10,000
10	Dexedrine tablets, 5 mgm.	2 9	Dexamphetamine tablets, B.P., 5 mgm.	2 6	11,000
5G.	Efcortelan ointment 1%	5 6	Hydrocortisone ointment B.P., 1%	3 11	25,000
2 fl. oz.	Ethnine linctus	3 9	Pholcodine linctus, B.P.C.	3 2	28,000
50	Fergon tablets	3 11	Ferrous gluconate tablets, B.P.	3 2	22,000
25	Multivite pellets	3 3	Vitamin capsules, B.P.C.	3 0	16,000
10	Nembutal capsules 100 mgm.	3 8	Pentobarbitone capsules, B.P., 100 mgm.	3 5	67,000
10 ml.	Neo epinine No. 2 compound spray solution	6 6	Compound isoprenaline spray, B.P.C.	3 1	13,000
2 fl. oz.	Panadol elixir	5 3	Paracetamol elixir for infants, B.P.C.	3 10	10,000
25	Panadol tablets	3 11	Paracetamol tablets, B.P.C., 5G.	3 1	157,000
—	Riddobron inhalant, 25G.	15 0	Compound adrenaline and atropine spray, B.P.C. 25 ml.	3 10	49,000
60	Serpasil tablets 0.1 mgm.	5 0	Reserpine tablets, B.P.C., 1 mgm.	4 2	
	0.25 mgm.	7 10	0.25 mgm.	4 6	
	1 mgm.	21 4	1 mgm.	11 0	92,000
25	Solprin tablets	3 1	Soluble acetylsalicylic acid tablets, B.P.	2 9	51,000
10	Theominal tablets	3 3	Phenobarbitone and theobromine tablets, B.P.C.	2 9	16,000
25	Veganin tablets	3 10	Compound codeine tablets, B.P.	3 1	22,000

* Figure given is the estimated annual saving if the non-proprietary preparation were prescribed.



FERMENTATION PLANT IN MINIATURE: Model of pilot fermentation plant at Barnard Castle, co. Durham, for manufacturing penicillin and streptomycin shown by Glaxo Laboratories, Ltd., at a recent exhibition at a London store to focus attention upon industrial undertakings in the North-east of England. In the foreground are examples of penicillin moulds and antibiotic specialities of the company.



Work in progress on the new premises of Victor E. Hanna, Ltd., at Finglas, Dublin, Eire.

REPLACING A DUBLIN FACTORY

Good progress after disastrous fire

ONE year after a disastrous fire which destroyed the new premises, raw materials, machinery and stock of Victor E. Hanna, Ltd., at Finglas, Dublin, the company say that progress on a new headquarters on almost the same site is going well and by September or October they hope to "have the wheels turning again."

It was in 1908 that the company was established and for fifty-five years they carried on their business as manufacturers and wholesale distributors from five Georgian houses in Lower Mount Street, Dublin. Early in 1962 the directors decided that radical changes would have to be effected if the company was to exist in the competitive days which lay ahead. So with the assistance of consultants a new factory was planned and building commenced in April 1963. In December they moved to the new premises at North Road, Finglas, which after only fifteen months occupation were completely gutted on (of all days) St. Patrick's Day, 1965.

Thanks to the willing help given largely by competitors and to the unstinting loyalty of the staff, the company was back in business, to a limited

extent, within seven days. By degrees, additional temporary premises were leased and the company now carries out distribution and manufacturing from premises situated as far apart as Finglas, East Arran Street, Kimmage, Dun Laoghaire, Bonham Street and Santry.

The floor space of the new factory will be about one-third greater than that of the destroyed premises with room for expansion. As the roof height will also be about one-third greater, a considerably increased volume will be available for palletisation. Oil-fired process steam is also being installed, which was not available previously, and that will enable new manufacturing processes to be carried out and old processes to be speeded up.

It is intended that the small export business which had been successfully initiated at Finglas will be greatly expanded. New automatic equipment will considerably reduce labour costs and allow more competitive prices to be quoted. The company is the largest manufacturer of toilet powders in the country and it is in that field that exports are to be increased.

annual dinner and dance. The report of the treasurer (Mr. M. Martin) stated that income for the year had exceeded expenditure by £113.

A motion by MR. P. DUFFY, Cork, seconded by MR. F. E. SMITH, Cork, that a badge or emblem should be produced that might be worn by members when on duty, was passed. The meeting also carried a motion in the name of THE PRESIDENT, seconded by MR. A. M. STOCKWELL "That, having regard to the origins and original aims of the Association, and the current survey being carried out by the executive, no amendment to the present article of the constitution governing entry and membership should be effected until [full] examination of the whole matter has been made by the committee."

Of the four members of the committee eligible for re-election Messrs Stockwell and Flanagan declined to go forward, and Messrs. John O'Sullivan and Eamon Bodkin are being co-opted to replace them.

COMPANY NEWS

Previous year's figures in parentheses

A. WANDER, LTD. — Dr. Albert Wander has been appointed managing director of the company in succession to the late Major J. D. K. Hague (see p. 376).

BAKELITE, LTD. — Mr. K. V. Garside has been appointed assistant managing director of Bakelite, Ltd., and deputy chairman of the Bakelite executive committee.

BORAX (HOLDINGS), LTD. — Mr. N. J. Travis has been appointed managing director following the retirement of Mr. F. A. Lesser. He has also been appointed managing director of Borax Consolidated, Ltd.

THE Swiss subsidiary of Aspro-Nicholas, Ltd., has sold to the Fisons group for £433,000 in cash the majority of its interest in the companies which carry on business in Vitapointe hair products on the Continent of Europe.

ROCKWARE GLASS, LTD. — Group trading profit in 1965 rose to £960,985 (from £712,690). After higher depreciation, pre-tax profits are £661,085 (£464,150). The net balance available, after tax and minority interests, is £406,864 (£242,543). Dividend is 8½d. per share (7½d. for 1964).

CEREBOS, LTD. — Group profits for 1965 were £5,038,958 (£4,577,225). After interest charges, pre-tax profits were £4,328,523 (£4,121,791) and net profit attributed to parent, after tax, £2,604,758 (£1,874,302). Dividends totalling 14 per cent. have been paid and there is a special 2½ per cent. distribution which will not be repeated.

MONSANTO CHEMICALS, LTD. — Profit margins so far this year compare favourably with those of the same period last year. The chairman (Mr. J. Garrels), states: "Unless there is a drastic change in the U.K. economic climate we have as yet no reason to amend our expectations that our progress over the last few years will extend to 1966."

GALA COSMETIC GROUP, LTD. — The group have incorporated a wholly-owned subsidiary, Mary Quant

IRISH REPRESENTATIVES' ASSOCIATION

An increase in membership

AN appeal to "come in out of the cold" by joining the Irish Pharmaceutical and Medical Representatives' Association and making it purposeful and united was made by the president (MR. M. F. WALSH) to all pharmacists and others who are eligible at the Association's annual meeting in Dublin on April 1. Mr. Walsh pointed out that to do so would be in their own interest and in the long-term interest of the industry. He was disappointed that, after ten years' existence, the Association had not gained formal recognition from the industry and hoped that the incoming president and committee would try to "establish a dialogue" in that connection. Some people might be disturbed that medical and pharmaceutical representatives had "exposed themselves to trade unionism," he said, but the existence of such a dialogue would enable imperfections on both sides to be dealt with quickly and positively, without unilateral action by either side. The Association would never become petulant or truculent at the mention of change. Rather would it be willing to accept such change as helped management in its communications with the pharmaceutical and medical profes-

sions, provided the established professional freedom and status of members were not interfered with.

The future of wholesalers was not too clear at present in relation to the proposed expansion of the Health Services but he had no doubt that, with adaptation, they would continue to fulfil a valuable rôle. He warned that members would require to be vigilant to ensure that the possible introduction of an Irish national formulary or similar prescribing list, under the new Health Service regulations, did not lead to substitution of "branded" products. During the year, said the president, all former associate members had been accepted into full membership, and the Association had moved gradually from registration under the Friendly Societies Acts to affiliation to a powerful trade union, with access to the Labour Court, all without much loss of professional independence.

In his report, MR. S. GARDINER (secretary) said that membership had grown during the year. Closer liaison had been established with Cork. In losing Mr. J. P. McGleenan from the committee they wished him success in his appointment "across the water." He appealed for greater support for the

Cosmetics, Ltd. The directors of the new company will be three from the Mary Quant organisation — Mary Quant, Alexander Plunket Greene and Archie McNair, and three from the Gala Cosmetic Group—Stanley Picker (who will be chairman), Richard Partington and Joan Wilson.

CRODA ORGANISATION, LTD.—Total external sales expanded from £2,497,993 in 1964 to a record £2,985,123 in 1965 and profits before tax were up from £232,471 to £293,364. After U.K. tax of £70,162 (£81,364), and overseas tax, £41,045 (£34,232), there is a net balance of £182,157 (£116,875). Commenting on the results, the chairman (Mr. F. A. S. Wood), says the second half was not quite as good as the first. Sales in 1966 are running satisfactorily, he adds. With a final dividend of 13 per cent. recommended the total for the year is 4 per cent. higher at 19 per cent.

CHAS. PFIZER & CO., INC., New York, U.S.A.—Total worldwide sales in 1965 reached a record \$542.6 millions, an increase of 13 per cent. over 1964. Net earnings rose 20 per cent. to \$53.4 millions. Approximately 53 per cent. of worldwide sales came from United States marketing organisations. Some \$35 millions was invested in capital additions in 1965 and for 1966, about \$40 millions has been budgeted. The research and development programme cost \$20 millions while in 1966, \$24 millions has been budgeted. The largest part of this is devoted to medicinal product research.

FARBENFABRIKEN BAYER, A.G., Leverkusen, W. Germany.—Net profit in 1965 was DM267.5 millions (against DM277.8 millions). Turnover rose 7.5 per cent to DM5,389 millions, of which 56.9 per cent. was earned abroad. World investments are expected to total about DM4,000 millions, the company reports. All sections of the group expect the favourable development to continue in the current year and to be 7 per cent. up on 1965. Turnover in the first quarter of 1966 was up by over 10 per cent. to DM1,037 (940) millions, which included a 15 per cent. rise in exports to DM516 millions.

TIMOTHY WHITES & TAYLORS, LTD.—In his review accompanying the accounts for 1965 the chairman (Mr. G. I. Rushton), states that there was a substantial increase in turnover including cash sales and National Health Service prescriptions. Although profit margins were maintained, expenses increased, especially wages which rose by 10 per cent. during the year. Corporation tax was calculated at 35 per cent.; if the Budget reveals a higher rate an additional £28,000 will be required for every 1 per cent. Since the beginning of the current financial year sales have increased satisfactorily but expenses continue to rise so the chairman makes no forecast. In 1965 a further twenty-two small uneconomic branches were closed while major alterations were carried out at eight branches and one new branch was opened. Plans are in hand for opening at Shrewsbury, Glasgow, Falkirk, Burnley and Solihull. (For financial accounts see *C. & D.*, March 26, p. 294.)

BUSINESS CHANGES

BRITISH CELLOPHANE, LTD., are transferring their sales promotion department to Regal House, London Road, Twickenham, Middlesex (telephone: Popesgrove 0125).

FULFORD WILLIAMS (INTERNATIONAL), LTD., is the new trading title of G. T. Fulford Co. (U.K.), Ltd., Cornwall Road, Hatch End, Middlesex.

Appointments

UNITED CHEMISTS ASSOCIATION, LTD., have appointed Mr. P. W. A. Cox, F.P.S., their general manager at Cheltenham.

MILES LABORATORIES, LTD., Stoke Court, Stoke Poges, Bucks, have appointed Mr. S. S. Humphreys, marketing services manager for the European operations of their Ames Co. division. Mr. Humphreys was previously sales promotion manager for Ames in the United Kingdom.

PERSONALITIES

MR. C. S. O'CONNOR, a member of teaching staff, at the College of Pharmacy, Dublin, has been elected vice-president of the Dublin branch of Limerick C.B.S. Past Pupils' Union.

PROFESSOR ARNOLD H. BECKETT, who is head of the School of Pharmacy, Chelsea College of Science and Technology, presented the Baggesgaard Lecture at the Royal Danish School of Pharmacy, Copenhagen, on March 15. The lecture is an annual event in honour of the late Professor Baggesgaard, a Danish professor in organic chemistry.

MR. S. J. BARFIELD (manager, general export department W. J. Bush & Co., Ltd.), retired at the end of March after over fifty years' service with the company. Mr. Barfield joined Messrs. Bush in 1915 and shortly afterwards entered the general export department, rising to become its manager in 1937. In commemoration of his long service, he was recently presented with a cheque and framed scroll by Mr. Eric Bush (chairman, W. J. Bush and Co., Ltd.).

MR. A. DAGG, M.P.S., Mariner's Lane, Tynemouth, Northumberland, who took over the pharmacy in Front Street, Tynemouth, where he had previously served his apprenticeship has retired because of ill health. Between his apprenticeship and going into business on his own account in 1920 he worked as an assistant chemist at Middlesbrough, Newcastle, and in London. Mr. Dagg in his younger days played rugby for the well-known North-east team Percy Park, and also soccer for a North Shields club.

MARRIAGES

MCCALL—HARRIS.—At Richmond Methodist Church, Bradford, Yorks, on April 5, David McCall, F.P.S., 1 Robertson Road, Stornoway, Isle of Lewis (formerly resident secretary of the Pharmaceutical Society in Scotland) to Miss Alexandra Harris, Legrams Avenue, Bradford.

REYNOLDS — DIVER. — At the Church of St. Catherine and St. Martina, Hoylake, Wirral, Ches, on April

2, Walter James Reynolds, M.P.S., 17 Market Street, Hoylake, to Anita M. Diver, Thorpe Bay, Essex.

DEATHS

BAILLIE.—On March 14, Mrs. Jane Baillie, M.P.S., 65 Glengate, Kirriemuir, Angus. Mrs. Baillie qualified in 1909.

CLARK.—On March 9, Mr. Alexander Reginald Clark, M.P.S., The Pharmacy, Bridge, Canterbury, Kent. Mr. Clark qualified in 1934.

DALE.—On December 4, 1965, Mr. Herbert Neville Dale, F.P.S., P.O. Box 82, Maseru, Basutoland.

DELICATE. — On March 22, Mr. Jerome Delicate, M.P.S., 21 High Street, Normanby, Middlesbrough. Mr. Delicate qualified in 1917.

HAGUE.—In a motoring accident, on April 5, Major J. D. K. Hague, M.C., M.A., aged forty-nine. Major Hague had been managing director of A. Wander, Ltd., and its subsidiary companies since 1959.

JANES.—On March 27, Mr. John Janes, M.P.S., Faculty of Pharmacy, University of Alberta, Edmonton, Alberta, Canada, aged twenty-five. Mr. Janes qualified in 1964.

JEFFREY. — On March 21, Mr. Henry Jeffrey, M.P.S., 128 High Street, Beckenham, Kent. Mr. Jeffrey qualified in 1938.

JONES.—On March 27, Mr. Emrys Jones, M.P.S., 269 Tring Road, Aylesbury, Bucks. Mr. Jones qualified in 1930.

KEITH.—On April 2, Mr. Alfred Wilford Keith, M.P.S., 73 South Street, St. Andrews, Fife. Mr. Keith qualified in 1923; he was a member of the Executive of the Scottish Department from 1952 to 1964 and was the first chairman of the Fife Branch of the Pharmaceutical Society. He had been a member of the Fife Pharmaceutical Committee since 1950 and was also a member of the executive committee of the Scottish Pharmaceutical Federation.

LEWIS.—Recently, Mr. Brinley George Lewis, M.P.S., 63 Westminster Drive, Bromborough, Ches, aged fifty-eight. Mr. Lewis qualified in 1929 and was the managing director of Associated Birkenhead Chemists, Ltd, Argyle Street, Birkenhead.

MEADOWS.—Recently, Mr. George Alfred Meadows, M.P.S., Cranborne, Sea Road, Chapel St. Leonards, Lincs. Mr. Meadows qualified in 1914.

MORRISON.—Recently, Mr. Thomas Morrison, M.P.S., 112 Wind-or Road, Slough, Bucks. Mr. Morrison qualified in 1929.

MOTHERSOLE. — On March 29, Mr. Harry Peart Mothersole, M.P.S., c/o 155 Grainger Street, Newcastle on Tyne. Mr. Mothersole qualified in 1934.

PHILP.—On March 11, Mr. George Philp, M.P.S., 61 Cromwell Road, Canterbury, Kent. Mr. Philp qualified in 1900.

SUTHERLAND. — Recently, Mr. Walter Sutherland, M.P.S., The Bungalow, Harrowhill, Wick, Caithness, aged eighty-five. Mr. Sutherland qualified in 1909.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Out of Channel

SIR,—Whilst on a visit to Hawk-hurst, Kent, this week, I was amazed to see, in a grocer's shop there, what I thought to be traditional chemist lines, among them Optrex and Complan. There are two chemists in the village.

B. W. YOUNG,
Parkstone, Dorset

Basic Cost and Selling Price

SIR,—Among many price increases announced lately, one in particular caught my eye. A well known tablet of A.P.C., with a nominal 5.4 mgm. quinine content, is being increased to 2s. 6d. for twenty. On a small scale I can buy 5,000 of these at under 80s. (even with quinine at present price). Basic cost of twenty tablets, therefore—about fourpence. George Brown please note!

C. H. FRANCIS,
Ludlow, Salop

Label Fixing

SIR,—I had a call today from Messrs. Bayer's representative, who has further explanation concerning label fixing on Panadeine co. tablets. It would appear that, on the early slides of tablets, the printers left no name and address space. It was not the fault of Messrs. Bayer, who have since had the fault rectified. It would therefore appear that I owe Messrs. Bayer an apology. [See C. & D., March 26, p. 298.]

D. I. TUDDENHAM,
Bath

A Chain for the Chairman

SIR,—The present ribbon of office for the chairman of the Plymouth Branch of the Pharmaceutical Society, after many replacements, has become dilapidated. It has been decided as a mark of respect to our profession to replace it with a gold chain of office. Accordingly a subscription list has been opened and contributions from pharmacists or organisations which have links with the city of Plymouth are invited (£1 a link has been suggested as an opening gesture). All contributions should be sent to the undersigned; they will be gratefully acknowledged.

MERVYN MADGE,
1 Saltburn Road, St. Budeaux,
Plymouth

Coupons for Cash

SIR,—Some manufacturers have developed the pernicious habit of assuming that shopkeepers and retail chemists are willing to subsidise their products by accepting their printed coupons valued at anything from threepence to 2s. 6d. or more. The latest piece of impertinence is perpetrated by the manufacturers of Kleenex, who persuade people to collect from their packets discs to the value of 2s. 6d. The discs are exchanged by the manufacturers for a printed 2s. 6d. coupon with the information that any chemist or store will allow 2s. 6d. off goods purchased. Surely that is tantamount to forgery

and near to fraud as well, and I hope that no self-respecting pharmacist will accept these or any other coupons. The N.P.U. should approach other organisations with a view to questioning the legality of such schemes and endeavour to put a stop to them altogether. Meanwhile I suggest that pharmacists should accept the advice of the Duke of Edinburgh and tell the makers of Kleenex to "stuff" their coupons.

I. H. WILLIAMS,
London, S.W.1

Revised Prices of the Tetracyclines

SIR,—It seems that the accountants of all parties to the Ministry of Health negotiations have done a considerable amount of detail work, calculating the "just" price of the tetracycline antibiotics to the nearest penny, nevertheless the mouse produced by this mountainous effort is a mighty small one. To consider the two main examples, oxytetracycline and tetracycline tablets (1,000's) have been reduced by about 25 per cent. and 20 per cent. respectively to £40 9s. 5d. and £35 18s. 10d. respectively. The cost of production in each case (inclusive of research, development and promotion) I put at less than £4 per 1,000 for each, and on that basis the profit margins are still approximately 910 per cent. and 800 per cent. respectively. Since the Ministry is able to obtain the two antibiotics at much lower prices—one source is quoted as offering oxytetracycline (on which the patents have expired) at about £20 per 1,000 and much cheaper sources of tetracycline are available to them—the result of this horse deal called the voluntary price regulation scheme is a public scandal of which the Ministry of Health, supposed to be looking after our interests should be ashamed; surely they could have done better than this! This letter is written in a private capacity and mainly as an aggrieved taxpayer.

M. A. PHILLIPS,*
Uppminster, Essex

*Principal of Dr. M. A. Phillips and Associates and a director of Chelsea Drug and Chemical Co., Ltd.

Marks and What They Indicate

SIR,—The *Financial Times* of April 6, reporting on the judgment of Mr. Justice Cross on a motion for interlocutory relief in *Sterling-Winthrop Group, Ltd., v. Farbenfabriken Bayer, A.G., and F.B.A. Pharmaceuticals, Ltd.*, states: "They had failed in trade mark proceedings . . ." That should be read in the context of certain trade mark proceedings at the Patent Office now under appeal. In August 1965 the Registrar of Trade Marks refused two applications by *Sterling-Winthrop Group, Ltd.* (opposed by *Farbenfabriken Bayer, A.G.*), to register the word "Bayer" and a simple "Bayer cross" in respect of pharmaceuticals on the ground that, at the date of the applications (1951) those marks were

not exclusively distinctive of the applicants' goods. It was to that failure that the judge referred. On the other hand *Farbenfabriken Bayer, A.G.*, failed in its attempt in the same proceedings to remove from the register *Sterling-Winthrop's* registration of another Bayer cross mark registered in respect of pharmaceuticals. That make bore the corporate title and its place of business within circles round the cross. *Sterling-Winthrop* and its predecessors have been the registered proprietors of this mark since 1914; it is the only Bayer cross mark registered in respect of pharmaceuticals, and the Registrar held that *Sterling-Winthrop's* use of it had been *bona fide*. It might be added that Mr. Justice Cross, speaking of the present-day position, stated: "The evidence shows clearly that the words 'Bayer' or 'Bayer Products' are in this country distinctive of goods which can be obtained from the plaintiffs [*Sterling-Winthrop Group, Ltd.*]."

R. C. DIXON,
BAYER PRODUCTS CO.,
Surbiton, Surrey

Voters' Choice

SIR,—I have just "ploughed through" the Council candidates' policies (C. & D., April 9, p. 354). It is the usual "mixture as before." Not one candidate has mentioned a topic which, to me, embodies one of the gravest dangers to the public and to pharmacy, that is the law relating to "corporate bodies." There may be good reasons for converting one's business into a limited liability company for tax-avoidance purposes, but the corporate bodies to which I refer are those which are wholly owned by unqualified people. Anyone with sufficient capital today may open a pharmacy (the capitalist, a successful fish fryer, or bookmaker) provided that he can find a poverty-stricken pharmacist to act as stooge or whipping boy. (It may be asked "Where are the poverty-stricken pharmacists today?" I reply that there are plenty of newly qualified people looking for a situation, with perhaps the burden of house mortgage and other commitments.) But the kind of corporate body I have in mind is that in which the shares of a limited company have been left in the will of a pharmacist to a member of his family, and especially great is the danger from unqualified working directors in such companies, who had not the wit or the ability to qualify themselves and consider themselves quite competent to run a pharmacy. In the first place, such directors have a reluctance to accept the fact that they didn't qualify and tend to feel a constant resentment to the qualified man whose presence alone enables them to earn their living. There may be rare instances in which gratitude is shown but, human nature being what it is, the reverse is frequently the case. Provided there is a "stooge" to serve their purpose, they show little affection for genuine phar-

macists and open hostility to schemes which are "chemist only," and they ridicule the Pharmaceutical Society itself. Concerning the law, the unqualified directors of corporate bodies are not likely to be influenced, so long as they can "pass the buck" to the superintendent who is responsible. Frequently, where a company continues to trade under the name of the deceased pharmacist, that fact enables unqualified directors to bamboozle the public into the belief that they only are the chemists, and that the superintendent "only works for us as the dispenser." Indeed a fine state of affairs for any profession! I have noted the yearly report of the Pharmaceutical Society, and have been concerned with the rapid growth of corporate bodies. Perhaps our statistician colleague Mr. Tomski may be able to give us some facts and figures. They may startle us out of our complacency. I am convinced that 90 per cent. of our troubles come from unqualified people, whether they be shareholders of multiple companies or small private firms, and I am sure that corporate bodies are a menace to pharmacists and in many instances can be

a fraud on the public. If any of the candidates will make a *précis* of his or her election speech in three words "Bogus pharmacists—out!" then they will have my vote. At the moment of writing my inclination is not to vote this time.

A. E. VARLEY,
Bridlington

Letter or Spirit?

SIR,—You reported (*C. & D.*, March 12, p. 247) on the "hard core" of nineteen television commercials, all for medical products, which the Consumer Council had attacked as infringing the Code of Advertising Practice. It was also reported in my newspaper (*Daily Mail*, March 5) that the I.T.A.'s "Advertising Advisory Committee—Miss Ackroyd dissenting—could find no substance in the Council's representations" and that Miss Ackroyd resigned, as "she found membership of the committee was in conflict with her position of director of the Consumer Council." As I regard myself as being on the same side of the fence as Miss Ackroyd, I applied for the vacant place on the Committee, but was told that I could not be considered as "the constitution

of the Committee is laid down broadly in the Television Act, and it has its full complement of members who are concerned in particular with the advertising of goods or services for medical purposes." Thus my pharmaceutical qualification proved to be a technical disqualification! But, to go from the mundane to the meticulous, I maintain that the duty of this committee is not to whitewash the advertisers by considering merely the letter of the code (half a dozen apprentice clerks could do that job!) but to protect the public by considering also the spirit of the code. And I hope that Miss Ackroyd's replacement will not be a mere "yes-man," but will be a live wire who will put the well-being of the consumers first. Pharmacists who agree with me (and, indeed, those who do not) would do well to write to the Chairman (The Rt. Hon. Lord Hill of Luton), Independent Television Authority, 70 Brompton Road, London, S.W.3, and tell him so. Lord Hill can be relied on to tender a courteous and detailed (though sometimes unsatisfactory) reply.

RAYMOND HUTCHINSON,
London, S.E.7

TRADE NOTES

Change of Product Name.—Lederle Laboratories division of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, advise that the brand name Ledermycin with Nystatin has been changed to Lederstatin.

Ointment and Cream in 30-gm. Packs.—Imperial Chemical Industries, Ltd., pharmaceuticals division, Alderley Park, Macclesfield, Ches, are introducing on April 18 a new 30-gm. size of Synalar-N cream and ointment.

Not Stocked Any More.—Sandoz Products, Ltd., Sandoz House, 23 Great Castle Street, London, W.1, announce that, from April 1, they are no longer maintaining stocks of Optalidon tablets and suppositories in the United Kingdom.

An Additional Pack.—Pharmax, Ltd., Thames Road, Crayford, Dartford, Kent, offer their Paedo-Sed syrup in new 4-oz. (114 mls) size. The product is a sedative, analgesic and antipyretic preparation for babies and children. Also on April 18 the 20-oz. bottle becomes tax-free.

U.K. Distributors.—Comby (London), Ltd., 9 Violet Hill, London, N.W.8, have been granted sole distribution rights for the United Kingdom of the Matador vulcanite saw-cut, hand-finished combs. A range of seventy-two patterns is available. Orders may be placed through wholesalers.

Maintained Prices Disallowed.—Dendron Distributors, Ltd., 94 Rickmansworth Road, Watford, Herts, point out that under the recent decision of the Restrictive Practices Court in respect of invalid and other special foods, the company's Wate-On, super Wate-On and Larson's S.M.D. (granules and tablets) are classified as food supplements within the meaning of the Act and may no longer be sold at fixed resale prices.



Shrink-wrapped.—F. W. Hampshire & Co., Ltd., Sunnysdale, Derby, have installed at their factory in Derby, plant that "shrink-wraps" aerosol containers. The new machinery—claimed the first of its kind in Europe—is being used initially for wrapping Supersoft hair spray. The machines cover twelve pressurised containers on plastic base with a thin sheet of transparent plastic, which is passed through a tunnel heated to 230° C. in which the pack is sealed.

Change of Coating.—Brocades (Great Britain), Ltd., Trend House, Pyrford Road, West Byfleet, Surrey, state that, within the next few weeks, supplies of their anti-Parkinsonian agent Disipal will have an improved yellow sugar coating, conforming with requirements of the British Pharmaceutical Codex yet to be published. The active ingredient of each tablet (50 mgm. of orphenadrine hydrochloride, B.P.C.), is unchanged. Doctors and pharmacists are not being notified individually since every pack and bottle will carry a label noting the new appearance of the tablets.

Tetracycline Prices.—Reduced prices for tetracycline preparations have been notified too late for inclusion in the *C. & D.* cumulative price-list supplement by BOOTS PURE DRUG CO., LTD., Station Street, Nottingham (see below); BRISTOL LABORATORIES, LTD., Hounslow Road, Feltham, Middlesex (see below); and LEDERLE LABORATORIES divi-

sion of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2 (see company's advertisement in this issue). PFIZER, LTD., Sandwich, Kent, have further reduced the prices of their Tetracycline preparations (details in next week's Cumulative Price Changes). The new Boots and Bristol trade prices are:—

Totomycin capsules, 100 74s. 6d., 1,000 718s. 10d.; tablets, 100 74s. 6d., 1,000 718s. 10d.; syrup, 60 mls 4s. 6d., 500 mls 36s. 8d. Chemists are invited to claim credit on stocks held direct from the company's wholesale division. Capsules or tablets of tetracycline hydrochloride, B.P. (Bristol), 100 74s. 6d.; 500 359s. 5d.

Bonus Offers

ALLEN & HANBURY, LTD., Bethnal Green, London, E.2, *Acriflex*, *Dequadin* lozenges. Twelve invoiced as eleven on order for 6 doz.; twelve invoiced as ten on order for 12 doz. *Allenburys* pastilles. Twelve invoiced as eleven on order for 6 doz. *Atomol*. Twelve invoiced as eleven on order for 2 doz.; twelve invoiced as ten on order for 4 doz. *First-step Haliborange*. Twelve invoiced as eleven on order for 2 doz. All in return for display. Till August 13.

DENDRON DISTRIBUTORS, LTD., 94 Rickmansworth Road, Watford, Herts. Yaxa deodorant range. Twelve invoiced as eleven. Offer extended to April 30.

FULFORD WILLIAMS (INTERNATIONAL), LTD., Cornwall Road, Hatch End, Middlesex. Cutipen. Fourteen invoiced as twelve on minimum order for six. (In special pack, Cutipen is mounted on its own unit display card).

TONI CO., Hawley Lane, Farnborough, Hants. Dippity-do. Twelve invoiced as eleven. Until May 4.

Premium Offers

DENDRON DISTRIBUTORS, LTD., 94 Rickmansworth Road, Watford, Herts. Perform hair set. Unbreakable nylon styling comb free in promotion packs (regular and "hard-to-wave").

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Neutral Insulin. — British Insulin Manufacturers (Allen & Hanburys, Ltd., Boots Pure Drug Co., Ltd., The British Drug Houses, Ltd., Burroughs Wellcome & Co.), have added to their range Nuso neutral insulin, described as a highly purified, soluble form presented as a clear, stable, neutral injection. Advantage claimed for Nuso over the present injection of insulin, B.P., is that it significantly reduces the possibility of irritation, with subsequent fibrosis, at the injection site and decreases the likelihood of minor sensitisation reactions. Nuso may, according to the need of the patient, be administered alone or in conjunction with long-acting insulin preparations. Its action is slightly more rapid in onset than that of insulin injection, B.P., though that factor is understood to have no appreciable significance. Nuso insulin is available in vials of 10 mils in strengths of 40 units per mil (tan and blue) and 80 units per mil (tan and green).

OVER-THE-COUNTER MEDICINALS

First-aid Cream. — Unicliffe, Ltd., Stonar, nr. Sandwich, Kent, are introducing in their T.C.P. range a first-aid cream combining T.C.P. brand liquid antiseptic (to combat the germs present in the wound) and hexachlorophene (to build up a barrier on the skin's surface). The product is understood to possess local analgesic qualities. Each tube contains about 30 gm.



CHEWABLE ANALGESIC TABLETS: Carton of Placidin analgesic and anti-inflammatory speciality of British Schering, Ltd., 225 Bath Road, Slough, Bucks.

COSMETICS AND TOILETRIES

French-perfumed Talc. — F. W. Hampshire & Co., Ltd., Sunnydale, Derby, have launched a Supersoft talcum powder with specially formulated French perfumes in green and blue shaker pack.

Italian Packaging for an English Cologne. — Atkinson's gold-medal eau de Cologne is now being presented by J. & E. Atkinson, Ltd., 45 Portman Square, London, W.1, in Italian-designed containers and packages of three sizes.

Eye-beauty Treatment. — Maria Hornes, 16 Davies Street, London, W.1, have launched a new eye beauty treatment, *l'Huile d'Or*, a fine-textured nourishing oil containing vegetable and protein ingredients. Claimed "easily assimilated by the delicate skin around the eyes without risk of dragging and stretching the skin." *l'Huile d'Or* is

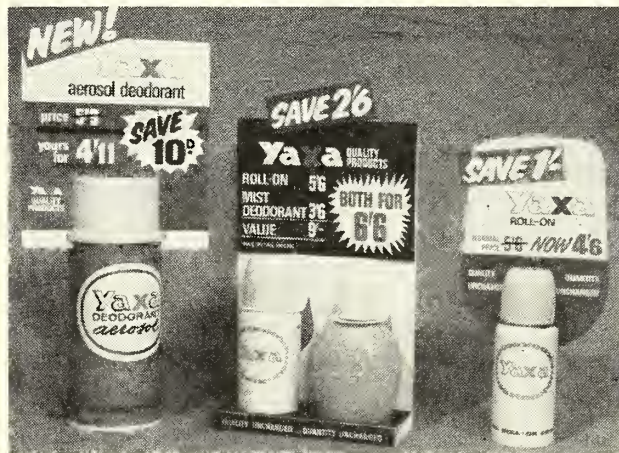
understood to be harmless to the eyes. It is packed in box of six ampoules.

Art Reproductions on Toilet Soaps. — M. & R. Norton, Ltd., 9 Park Hill, London, S.W.4, have introduced a range of soaps with fine art reproductions that last throughout the life of the soap. The soaps are printed in nine colours, re-creating "an amazingly



faithful rendering of the original." The series is being launched with three Toulouse Lautrec lithographic posters (*Divan Japonais*, *Aristide Bruant at Les Ambassadeurs* and *Moulin Rouge*). The soaps are presented in set of three on velvet with acetate cover.

Eye Cosmetics. — New cosmetics from Revlon International Corporation, 86 Brook Street, London, W.1, include "Whisper Pink" brush-on eye shadow in tortoiseshell compact with brush; hand-made, real hair "Private eye-lashes" (shades: true brown and soft black) pre-shaped for left and right eyes and pre-trimmed to varying lengths, with an "exclusive" surgical adhesive claimed to hold the lashes firmly, dry to a natural flesh tone, and peel off the lash base quickly, easily and in one strip; and the following "frosted" additions to Revlon brush-on shadow range: Frosty smoke, brown, blue, green, white and lavender.



New Items in Deodorant Range. — Dendron Distributors, Ltd., 94 Rickmansworth Road, Watford, Herts, have issued three new products in the Yaxa series of which they are the distributors. Yaxa aerosol deodorant, claimed to give "twenty-four hour protection," has a "fragrant and unobtrusive" perfume. The pack is a 6-oz. aerosol can sent out (with "crownets") 1 doz. to a corrugated outer. New Yaxa mist deodorant is a spray-on product combining the high quality of a finely per-

fumed deodorant spray in an economy value pack. It is available in aqua-marine plastic spray bottle of 1½-oz. content, twelve bottles to a corrugated outer.

Nail Polish Remover. — A new product, Lovlinail perfumed nail-polish remover, from Eylure, Ltd., 60 Bridge Road East, Welwyn Garden City, Herts, is described as a clear, non-drip gel that also acts as a conditioner and cuticle remover. Presented in a handy tube, it is economical in use because "you only need a tiny blob on tissue or cosmetic sponge."

Tinted Moisturising Lotion. — Organon Laboratories, Ltd., Crown House, London Road, Morden, Surrey, are launching a tinted version of their day-care moisturising lotion for use either as "under make-up" moisturiser or as a base for face powder. First Endocil product to be launched with a tint, it retains the skin-care benefits of the other Endocil products. The colour, specially selected, state the manufacturers, to give a natural look, may be easily modified, if necessary, by a touch of face powder. Its powder content has been kept low for the purpose. Most women, however, are likely to wear it without powder.

Now a Lighter, Finer Cream. — S. & N. Toiletries Division, Bessemer Road, Welwyn Garden City, have effected an improvement in Nivea creme that they describe as a "leap forward." The change is not in the basic formula but in the manufacturing process, which now "homogenises" the oil and water phases, making the cream lighter and finer. As a result, "new, improved Nivea" feels much less greasy and is much easier to smooth into the skin. The effect is that

NEW PRODUCTS AT A PREMIUM: New Yaxa aerosol and mist deodorants and Yaxa roll-on, now reduced in price, all three shown with either "crownets" telling of reduced price offer or stand for two-in-one special offer. Suppliers are Dendron Distributors, 94 Rickmansworth Road, Watford, Herts.

the droplets of water in oil that go to make up the final emulsion are much smaller than in "old" Nivea creme and pass more easily into the skin. Consumer research, state the makers, has shown that "new, improved Nivea" was preferred to existing Nivea creme by 91 per cent. of women and appealed to women who, for one reason or another, were not currently using the existing product. Distributors of Nivea are Southall (Sales), Ltd., Welwyn Garden City, Herts.



Perfumes and Toiletries for a New Market. — Roberts Windsor, Ltd., 63 Grosvenor Street, London, W.1, have prepared a range of products for a "neglected, if not new" market. In recent years, they suggest, manufacturers have so concentrated on the booming teenage market that another large, prosperous group—the 20-30 age group—has been all but forgotten, causing a gap to appear between the sophisticated, expensive French perfumes and the inexpensive and relatively unsophisticated perfumes that appeal to teenagers. The gap is being filled by Messrs. Roberts with a new range of Paris-inspired perfumes and toiletries created specially for that group. The perfume, "the creation of a Parisian perfumer," contains a high proportion of French perfume absolutes. Named French Almond, it is described as "essentially very rich and warm and very modern. The top note is fresh with a slight hint of orange blending with a warm mossy, slightly spicy character that is rounded off with a rich, musky, ambery backnote." French in character, the perfume is made in England and thus escapes import duty, making the price moderate. With the new perfume and its companion skin perfume, come also a range of toiletries: Bath oil, hand cream, puffer talc and toilet soap. Distribution is through about 6,000 selected retail chemists in addition to departmental stores.

SUNDRIES

Four "Spot-at-a-Glance" Packs. — New look packs for Burson elastic hosiery enable the style, size, shade and fabric to be selected at a glance (blue pack for cotton, yellow for nylon, large pack for above-the-knee stocking, smaller pack for below-knee style). Manufacturers are Kendall Co. (U.K.), Ltd., Braunton, Devon; distributors are Fassett & Johnson, Ltd., Oxford Works, Worsley Bridge Road, London, S.E.26.

"Op-Art" Sunglasses. — W. H. Titcomb, 24 Hurn Road, Christchurch, Hants, has introduced new "op-art" sunglasses (model E5746) in black and white, red and white, or blue and white, in addition to plain black and plain white models already available. Retail price of the new sunglasses is

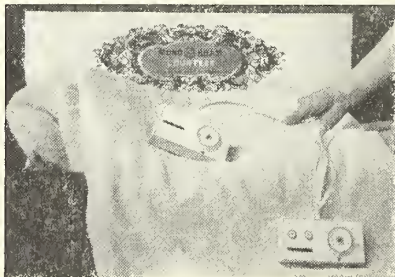
expected to be around 15s. 6d., and the shape is as the white E5746 already issued. Another introduction is model 5724, "op-art," in the same shape but with leather covering of black and white squares. A new item in the men's range is a rimless sunglass entitled "three-in-one." It has three sets of interchangeable lenses (one for night driving, one a "degrade" and one "smoke"). The spare lenses are contained in a neat purse.

Disposable Nappies. — Johnson & Johnson (Great Britain), Ltd., Slough, Bucks, are putting on sale throughout Great Britain, their Comfy disposable nappies, which they report have been selling well in some parts of the country. The Comfy disposable nappies,



of non-woven fabric and waterproof polythene, are slim-styled to give minimum bulk between the legs, and so enabling the natural movement important to the baby's development. The nappies are understood to be comfortable also when slotted into the special Comfy nappy pants.

A Trio of Electric Blankets. — Monogram Electric, Ltd., Crawley, Sussex, are launching a trio of overblankets



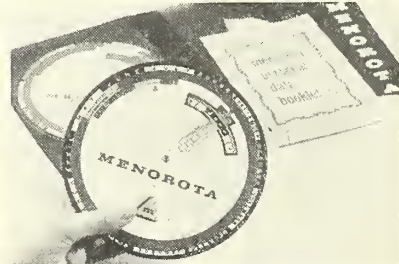
incorporating the company's Sleep-Guard safety system. All are easily washable by hand or in a machine and may be spin-dried. Running costs are only about one penny a night. The Countess illustrated, made in a soft fibre blend, is available in Capri blue, rose pink or seafoam green. The Peeress, in rayon-cotton blend, comes in shell pink, Caribbean blue and gold. Double-bed models of both blankets are available with single or dual controls. The most luxurious overblanket in the range — the Empress model, made of soft acrylic material, is in geranium, mandarin blue, jasmine and French rose (double bed with dual control only). Each blanket is in a handy-carry pack that may also be used for display.

Redesigned Packs. — Phillips Yeast Products, Ltd., Park Royal Road, London, N.W.10, are now issuing their P.Y.M. (Phillips yeast mixture) for all



cage birds in the new drums illustrated. Prices and contents are unchanged. The change is being made, state the makers, in order to facilitate sprinkling the powder on to the seed.

Family Planning Calculator. — A disc calculator designed to work out the "safe period" in family planning is



being made at a newly opened factory at East Kilbride, Lanarks. The manufacturers, Menorota, Ltd., 17 James Watt Place, East Kilbride, state that the disc calculates the precise time of ovulation. Sole agents in the United Kingdom are Macarthy's, Ltd., Chesham House, Romford, Essex, but the Menorota is available through other trade wholesalers.



CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

Guidance Wanted on Practical Training

WHY bother with pre-registration practical training if it is only to be experience? That was the question posed by a delegate to the British Pharmaceutical Students' Association annual conference in Aberdeen (see p. 385) during a discussion on the value of the one-year period that each student with a degree or diploma in pharmacy has to spend in a pharmacy, hospital pharmaceutical department, or pharmaceutical manufacturing laboratory before he may be registered. The student body, though critical of the ending of pre-graduate training for those who prefer it, now accepts that post-graduate training is the rule. Aim of the Association is now to make the year one of value rather than a period of "marking time." Unfortunately, the experience of many students has been that those who supervise practical training have not always, in their thinking, kept pace with the advances in education.

No one at present seems clear what the practical training should include, or what the trainee's status should be. In industry he may be treated as if he were in his first year of work, with all the necessary qualifications except a certificate; in hospital practice as a useful worker who may become proficient in, for example, sterile-product manufacture; and in general practice as anything from dispenser or counter assistant to management trainee (some companies and regional hospital boards do, of course, have excellent training schemes). In the days of the pre-graduate apprenticeship training was essentially simple, for the student came knowing nothing of his chosen profession. Today, the post-graduate student often knows much more of the technical aspects of pharmacy than does his "tutor," and his needs have become entirely different. One speaker at the conference even maintained that some pharmacists were not accepting students "for fear of what they might learn." If that be true it is, to say the least, unfortunate. The some-years-qualified pharmacist should be grateful for the opportunity to bring his pharmaceutical knowledge up to date and proud of that other knowledge, gained by experience, that he in turn can impart.

The Council of the Pharmaceutical Society has appointed a subcommittee, the conference was informed, to consider instituting a syllabus of training. That is a sensible move, for many who have the facilities to provide training need guidance in how to deploy them. The schools of pharmacy are probably

best fitted to advise on what the training should cover, for they know best what their students lack. Problems that remain to be sorted out include the suggestion of separate registers for each branch of the profession according to the training undertaken. At the moment, some students are reaching the register with the assumed objectives of their practical year unfulfilled.

Problems of the "Small" Distributor

MANY of the twenty-one motions due to be discussed at the annual conference of the National Chamber of Trade at Folkestone, April 23-27, are of special concern to those who are carrying on small businesses.

There is, for example, the motion expressing the "strong opposition to the Government's proposal that the status of exempt private companies should be abolished and that all such companies should be required to file accounts with the annual return." The supporters of the motion suggest that the proposal would cause private, personal and family details to be revealed, and would make information available to competitors that could be damaging to the small companies affected. They suggest also making such details available in respect of "tens of thousands" of small companies could serve no possible useful purpose.

That point of view is possibly shared by many pharmacists who are running their retail businesses as private companies, who would no doubt give similar support to a motion urging the Government to restore the investment allowances for expenditure on plant, machinery, fixtures and fittings used in the distributive and service trades, thus providing "an incentive for the modernisation and greater efficiency of this sector of the economy."

The National Chamber's board of management is being asked at the conference to take the strongest possible action to protect the retail trade from that provision of the Protection of Consumers (Trade Descriptions) Bill that would hold a retailer responsible for a false description applied to goods in the label of their manufacturer.

Another motion refers to the difficulty and expense involved in tracing those debtors who avoid their liabilities by changing their address, and it urges that Government departments and local authorities should be required to take steps to enable traders to trace such defaulters. Many pharmacists will support that recommendation, though we believe that the incidence of trade debtors may be lower in pharmacy than in some other distributive trades. It is, however, likely that an increasing number of pharmacists would support another motion that seeks to amend the law so as to provide that, under local authorities restrictions of parking orders, "the right of way into buildings and the facilities for loading and unloading of commercial vehicles at premises where there is only one entrance, shall not be completely withheld during working hours." The problem of traffic flow and parking restrictions is one that is becoming of increasing concern to more and more sectors of the distributive trades.

All of the conference motions are likely to evoke discussion and all are as much the concern of the pharmacist in general practice as they are of the other traders. It is perhaps unfortunate that, because of his professional duties, the pharmacist may be but rarely heard on these important aspects.



"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE
SPECIAL PROBLEMS OF THE PHARMACIST
IN GENERAL PRACTICE

By E. C. TENNER

I ALWAYS tend to look forward to the annual publication of the report of the registrar of the Pharmaceutical Society. Figures and statistics appear to have a certain fascination for me. The 1965 report shows no slackening of the trend towards fewer shops, and I also note that this year the total number of persons on the register has fallen slightly. To those of us in the retail this should cause little surprise, indeed I often marvel that we attract so many recruits. They surely can have little idea of the life in store for them if they ultimately decide to become retail proprietors. Whilst reading the registrar's report I also came across the Privy Council visitors' report on examinations, and my attention was particularly drawn to the comments of Professor Dunlop regarding the Scottish results. I have no doubt that his remarks about the Heriot Watt College were correct, but I wonder if they would have been made if history had been slightly different, and "Duncans" (or, for the uninitiated The Royal Dispensary and School of Pharmacy of Edinburgh) had continued in existence, with Eric Knott as its principal. Those of us who belong to that, alas now dwindling, band who trained at Duncans will fully appreciate the debt which we owe to Eric Knott for the unstinting efforts which he made to prepare us for our finals, and it seems to me that the Heriot Watt College must have derived considerable benefit from his enforced transfer of allegiance. Though he is now enjoying a well earned retirement, I am sure that his many years at the Heriot Watt must have produced traditions of lasting significance.

Quite one of the most useful facets of the *C. & D.* is the seasonal publication of articles dealing with groups of goods, the recent one on sunglasses being a good example. Whilst I realise that our Editor must, in the main, of necessity confine his activities to subjects of majority appeal, I wonder if it would be possible for him to do a small illustrated article that might have only a relatively small minority appeal. I refer to the subject of colostomy appliances. No one can deny that there has been a tremendous upsurge in demand for these appliances over the past few years, but to pharmacists trying to supply this demand there are many difficulties, the main one being, in my own opinion, the lack of any comprehensive list. Could our Editor help us in this problem? [We would refer E. C. Tenner and others interested to pp. 45-51 of the *C. & D.* publication: "The Fitting of Trusses and Elastic Hosiery" (price 6s. 6d.). Headed "Post-operative Appliances," the chapter deals mainly with colostomy belts; it includes numerous illustrations.—EDITOR.] Whilst dealing with appliances, I have recently supplied several of a, to me, new type of male portable urinal. It is the Bard Maguire, and is imported from the United States by Thackrays, Ltd., Leeds. It appears to be a considerable advance on traditional models, and the three patients whom we have supplied are apparently well satisfied with it.

Among other matters a recent N.P.U. Pink Supplement mentioned the question of invoice checking. I could not agree more with the writer that that task, however tedious, is essential. I have heard it argued by some pharmacists that it is a waste of valuable time, and that the errors will be self-cancelling, but that has certainly not been my own experience. The overcharges are consistently greater than the undercharges. Whilst we have not kept actual records, the number of credit notes we receive suggest that my book-keeper has not been wasting her time.

The stream of N.P.U. sponsored products continues unabated, and I think that we must admit that they are steadily getting better. Although it is quite a small item in the range, I would like to praise the most attractive design of the new denture brush. A very good effort!

Tablet Identification

I have now received my copy of the new *C. & D.* Tablet and Capsule Identification Guide. I have for some time considered that the old card-type charts were so out of date that they had become of little use, but can now declare emphatically that the new guide appears to be such a vast improvement as to have been well worth waiting for. The new concept in layout is really masterly and, thank goodness, lends itself to the possibility of a reasonably regular issue of supplementary sheets to take account of the never-ending spate of new products with which we have to cope. Full advantage has also been taken of the recent trend on the part of many manufacturers to identify their particular products with either their name or a distinctive symbol, and I am sure that these markings charts will prove to be quite as useful as the colour charts. This action by the manufacturers has undoubtedly helped all practising pharmacists in this difficult problem of identification and I hope that the practice will continue to extend, for it considerably limits the possibility of error. Whilst it would be ridiculous for me to suggest that we have had no personal problems of identification in this tablet and capsule jungle, my staff and I have the good fortune to have as one of our number a young lady who has a quite fantastic memory for tablets. On numerous occasions she has astounded us by instantly recognising a tablet or capsule which has puzzled us. My colleagues are well aware of her abilities in this direction, and we get a fairly steady stream of requests for her services by 'phone and by messenger. I still feel that her best effort to date was the identification as Orthoxine of an unlabelled bottle of tablets sent by one of my colleagues. This I will admit required about five minutes for thought, but when I point out that she achieved the identification without comparing the sample with any other tablets, and that she was given no clue whatever, I think that my readers will agree that it was a pretty good show. Nevertheless, she admits that the new Guide will be of great assistance to her, and the remainder of us will not feel lost when she is absent. I would commend it to my readers as a pound well spent.

A PHARMACIST'S ANTHOLOGY AN INTRACTABLE CONDITION

From Byron's "Don Juan"

LOVE'S a capricious power: I've known it hold
Out through a fever caused by its own heat,
But be much puzzled by a cough and cold,
And find a quinsy very hard to treat:
Against all noble maladies he's bold
But vulgar illnesses don't like to meet,
Not that a sneeze should interrupt his sigh
Nor inflammations reddens his blind eye,
But worst of all is nausea, or a pain
About the lower regions of the bowels;
Love, who heroically breathes a vein,
Shrinks from the application of hot towels,
And purgatives are dangerous to his reign,
Sea-sickness death.

CRISIS FOR ITALIAN PHARMACISTS

Difficulties of obtaining proper rewards for their services

PAUL GARDNER, F.P.S.

RETAIL pharmacy in Italy is in a state of crisis, according to Dr. Gennaro Carnevale (president of *Feprofar (Federazione Nazionale Sindacale Proprietari di Farmacia)*)—the organisation that looks after the interests of the country's 12,000 proprietor pharmacists.

More Than One Aspect

The crisis is financial, and has several aspects. Rising costs, represented by increased rents, taxes and wages bills, are not especially Italian, the problem being equally familiar to British pharmacists, though in Italy there are no chains, local or national, as the law says that a pharmacist may own one shop and no more. There is next what might be termed "the case of the dwindling discount." Italian law has seen fit to enter the area of retail trade in a way unknown in Britain. That there are too many laws in Italy is no secret. Luigi Einaudi (a former President of the Republic) once calculated that, if the Italian government ever managed to collect all the taxes it was legally entitled to, it would end up with 110 per cent. of the national income. One statute lays down unequivocally that the pharmacist, in purchasing his supplies from the manufacturers, must be allowed a discount of 25 per cent. Yet pharmacists complain that the discount is usually as low as 16.6 per cent. Discount has dwindled over the years in the following way. On most transactions there is an *IGE* tax (*Imposta Generale sulla Entrata*), form of purchase tax payable at varying levels on nearly all goods. Only items of *prima necessita* are exempt, among them basic foodstuffs such as bread or *pasta*, but not, despite strong representations by pharmacists, drugs, which are thus subject to the tax. In 1960 the *IGE* on medicinals was increased by 0.5 per cent., the full burden falling on the retail pharmacists, reducing their discount to 24.5 per cent. In 1965 a further increase of 0.9 per cent. took the discount down to 24.6 per cent.

Major part of pharmacists' business today—probably about 95 per cent. of it—is in the dispensing of prescriptions from patients who are covered by one or other of the various organisations (called *enti mutualistici*) that provide health insurance. To those patients the pharmacist is obliged to give a discount of 5 per cent. on all proprietary products. So down again goes his own discount—to 18.6 per cent. It falls still further with another reduction of 2 per cent. which pharmacists pay towards the costs of running special pricing offices (*uffici fiduciari*) operated by the insurance *enti*. Thus a resultant discount of 16.6 per cent. applies though the law says it must be 25 per cent.

When the 1965 *IGE* increase was announced by the government, the Minister of Finance made it clear that the full 0.9 per cent. should be borne by the public. That could easily be ensured by increasing the price, but in the pricing of medicinals (that is, proprietaries, which constitute about 97 per cent. of the drugs supplied to insured patients) the Italian law again takes a hand. The prices of proprietaries are fixed by a pricing commission, and are clearly marked on each package. No increase may be made without action by the commission. The retail pharmacists therefore asked for an increase of 1 per cent. in prices to be allowed. Although the commission viewed the application favourably, no action was taken, and pharmacists again found themselves paying the tax increase.

Retail pharmacists felt that at least some of the tax increase should have been paid by the manufacturers. So they asked for an increase in their discount. That the

manufacturers refused—or rather they pointed out that the discount was fixed at 25 per cent. by law and that they themselves were powerless to alter it. The pharmacists then attempted to bring pressure on manufacturers by some direct action. Choosing five well known products, one each of five of the largest manufacturers, they simply allowed their stocks of those products to run out. As none of the products were on the list of those that must, by law, be stocked, the action was perfectly legal. Customers desiring one of the five products were informed that it could be obtained but that there would naturally be a delay. The alternatives were to try another pharmacy (where they would certainly meet the same problem) or to accept a substitute offered by the pharmacist. Although the campaign was nation-wide and lasted for several months, it failed to produce the desired action from the manufacturers—at the most, said Dr. Carnevale, it resulted in an "opening of a door" for consultations between the two parties.

Manufacturers Criticised

Retail pharmacists have other bones to pick with the manufacturers. Many feel, for example, that the accepted discount of 25 per cent. is too low anyway. They would like to know why they cannot have discounts of around 30-35 per cent., such as are granted in other Common Market countries. Another grievance relates to the upkeep costs of the *uffici fiduciari* (pricing offices). The offices work for the benefit of three groups: the manufacturers, the retailers and the insurance *enti*. Yet only the last two contribute towards their running costs. The manufacturers pay nothing and the pharmacists, not unnaturally, feel that they should. The manufacturers' defence against those complaints is that they would allow an increased discount if the law permitted them to do so. Instead of boycotting products the pharmacists should, they say, protest to the government. It is meaningless, the manufacturers contend, to compare conditions in the Italian pharmaceutical industry with those in other Common Market countries because, mainly, the Italian companies lack patent protection for their products. "We are willing," says *Assofarma (Associazione tra Industrie Chimico-Farmaceutiche)*, the manufacturers' organisation, "to meet the pharmacists at any time to deal with matters within our competence."

The pharmacists reply charging the manufacturers with a general lack of goodwill. The manufacturers could quite easily request an increase in the discount, say the pharmacists, but have chosen not to do so, preferring to let the retail pharmacist go on paying the *IGE* increase.

So much for the troubles with the manufacturers. An equally pressing financial problem has arisen in the relationship between retail pharmacists and the *enti mutualistici*, the organisations through which the vast majority of Italians obtain their health insurance (one *ente* is responsible for all workers employed by the state, another for all workers employed by private industry, though some of the larger companies have insurance schemes of their own, still another for the transport workers in Milan, and so on). Around ten such *enti* operate on a national scale, though the total number, including all local *enti*, is probably as many as 200, each with its own rules and regulations. Largest is I.N.A.M. (*Istituto Nazionale per l'Assicurazione contro le Malattie*) for workers in private industry, and it is with I.N.A.M. that the pharmacists have been having their troubles. Patients covered by I.N.A.M. receive their drugs free from the pharmacist, who then for-

wards the prescriptions once a month to the *uffici fiduciari*, which in turn arrange for the pharmacist to be reimbursed. In broad outline the system is similar to the National Health Service, but the trouble is that, while the pharmacists have been supplying the drugs and sending off the prescriptions, I.N.A.M. has been decidedly dilatory in paying the bills. By September 1965 it was four months in arrears, and the retailers were obliged to take action, announcing that they would cease to supply I.N.A.M. patients with free drugs. Patients would have to pay. They would be given documentary proof of the transaction, but should then apply direct to I.N.A.M. for repayment.

It proved unnecessary to put the plan into operation, as the threat produced a response from I.N.A.M.: the arrears have now been reduced to two months', and an arrange-

ment has been worked out for more rapid payments in future.

While the financial problems discussed above are national, the hardships that they cause are much more acute in the central and southern regions of Italy than in the north. That is because, as is generally known, there are "two Italies"—the industrially thriving north and the underdeveloped south. The average *per capita* income in the north is two or three times that in the south, so that the northerners have money available for spending on luxury items, some of which, for example, cosmetics, can form profitable sidelines for the pharmacist. In the south the pharmacist has to be content with his purely pharmaceutical operations, and is thus specially vulnerable to the discount and *enti* problems.

Pharmaceutical Society of Northern Ireland

MONTHLY MEETING OF COUNCIL

A DECISION to publish a Northern Ireland "Poisons and T.S.A. Guide" was taken at a meeting of the Council of the Pharmaceutical Society of Northern Ireland, held in Belfast on March 24. Several members questioned the advisability of spending a considerable sum of money in publishing a guide that might shortly become out of date should new medicines legislation be introduced. The secretary (MR. W. GORMAN) said that the new guide was a much more extensive work than that published in 1962. He felt it would become out of date through changes under the existing poisons legislation before the proposed medicines legislation was introduced. MR. N. C. COOPER said he thought the Council owed a duty to members to ensure that a reference book, when published, was up to date. MR. H. W. GAMBLE said he thought that 1,000 copies would be sufficient. It was agreed to have 1,000 copies printed and to charge 15s. per copy.

Referring to the refresher course, which it was hoped to hold at the College of Technology, Belfast, September 12 to 16, the president (MR. A. T. HARDY) said arrangements were being made for a one-week full-time intensive course in pharmaceuticals, microbiology and pharmacology. About sixteen members could be admitted and a number of places were being reserved for hospital pharmacists. Both the Hospitals Authority and the General Health Services Board had been informed and a circular was being sent to all members of the Society.

The applications of Raymond Crockett, 7 Twinburn Crescent, Monkstown, Newtownabbey, co. Antrim, for the restoration of his name to the Register of Pharmaceutical Chemists, and of Maurice James Eakin, c/o T. Eakin, Killyfaddy, Magherafelt, co. Londonderry, for registration as a pharmaceutical chemist in Northern Ireland, under the reciprocal agreement with the Pharmacy Board of New South Wales, were granted.

A letter from the Ministry of Home Affairs was read informing the Council that the Minister had approved the appointment of the examiners nominated to conduct the Society's examinations during the present year.

Recommendations from the House Committee regarding the painting and decorating of the Society's office and a committee room were approved, as were those for the purchase of a new electric heater for the Council Room, the fitting of venetian blinds and the installation of a new lighting system in the office.

Raising the Educational Standard

Arising out of the report from the Education Committee, it was agreed to proceed with drafting new regulations giving effect to the Council's proposal to raise the standard of education for registration as a student to that required for admission to the Faculty of Applied Science of the Queen's University, Belfast. The Education Com-

mittee was instructed to have the proposals ready for the next meeting of the Council.

A letter was considered in which the Council was asked to amend the regulations covering the award of the Theophilus Harper Foundation so as to make it available to students of the Society. MR. G. E. MCILHAGGER said that, when the Foundation was established, its purpose had been to assist pharmacists to undertake part-time research. After other members had expressed their opinions it was agreed to refer the matter to the Education Committee.

A request from the College of Technology for financial assistance towards the purchase of research equipment had also been submitted. MR. GAMBLE said he understood that ample funds would be available for research work at the College. He was surprised at the request and suggested that the secretary should write to the director of education. MR. COOPER said he also had been given the impression that adequate funds were being made available at the College. It was agreed to act on Mr. Gamble's suggestion.

THE PRESIDENT said that the series of lectures by Professor Wade and Dr. Elmes was now finished and it was agreed to record in the minutes the Council's appreciation of the work both lecturers had put into the series. A tape recording had been made of some lectures and had been used at meetings throughout the province. Members of local associations much appreciated the opportunity of hearing the talks.

THE SECRETARY stated that several approaches had been made to him asking whether the Council would be prepared to rent the Society's lecture hall for trade exhibitions. MR. J. GORDON said he knew of several companies that would be interested in using the hall. He thought the Society would benefit financially if that were allowed. The Council agreed that the Hall should be made available and the Finance Committee was asked to look into the question of a fee.

MR. W. DONALDSON raised the matter of the venue for the May meeting. He hoped that as in former years it would be held in Londonderry. If the Council should so decide he would endeavour to make the necessary arrangements. It was agreed to hold the meeting in Londonderry on May 19, and to invite the Londonderry and Strabane Chemists' Association members and their ladies to be the guests of the Council at an outing.

On behalf of the Council members, the president made a presentation to Mrs. Wilks who had just left the Society's employment and who, he said, had been a most efficient caretaker. Mrs. Wilks suitably replied.

Also present were Messrs. B. Flatley (vice-president); R. M. Watson (Honorary Treasurer); N. A. J. Anderson; W. H. Boyd; R. J. Davidson; W. T. Hunter; J. Kerr; D. Moore; J. Paul; J. D. Pollock; W. C. Tate; A. Templeton; and J. C. Wellwood.

Practical Training and Professionalism

TOPICS OF DISCUSSION AT STUDENTS' ABERDEEN CONFERENCE

DISSATISFACTION with the present system of practical training was again the main topic of discussion at the annual conference of the British Pharmaceutical Students' Association, this year held in Aberdeen, April 5-8, about seventy-five members present.

The meeting approved a motion from the Heriot-Watt University that the Association's executive should meet the Council of the Pharmaceutical Society to discuss planned postgraduate practical training. Introducing the motion, MR. G. L. GEDDES referred to recommendations passed at the previous year's conference (see *C. & D.*, April 10, 1965, p. 370) which had called for a definite syllabus to be drawn up. Subjects such as dispensing, first aid, forensic pharmacy and truss fitting could be included and provision could be made for the differences between hospital, retail and industrial pharmacy. MR. I. D. GLASS, Sunderland, who supported the motion, believed that many postgraduate trainees were "serving out their days until their year comes up." The course should include training in management because the image of the pharmacy could only be improved if each set of premises was properly managed. Product knowledge should also be taught.

Council's Action

The Association's president (MR. C. J. NICHOLSON) informed the meeting that the Society's Council had appointed a subcommittee to discuss practical training, and he believed that it would welcome a memorandum on the subject from the B.P.S.A. MR. T. ASTILL, Chelsea, said that the past year (during which he had had discussions with an assistant secretary of the Society) had been "an eye opener" to him. He admitted that the present system fell short of the ideal in many respects, and outlined what he thought the syllabus of training should include. It must be given by somebody competent to supervise. It should be uniform. It should include those parts of the course better learned from practical than from academic training; and there should be some means of assessing the end result. There was a feeling that different forms of membership of the Society should be considered, because selling cameras did not fit the trainee to supervise the manufacture of penicillin and sterile products. That change must come unless there were to be practical training fitting the recipient for all branches of the profession. However, it was an ideal of the Society that everyone with pharmaceutical training should be able to become a member of it. At the moment pharmacists with varying qualifications (such as the former chemist and druggist qualification and the degree) were on the register, and it was asking a lot for some of them to train the three-year degree man. Many did not accept students for practical training as they were "afraid of what they might find

out." The speaker believed "practical experience" to be a better term than practical training. MR. GLASS pointed out that, at the moment, there was no obligation on the pharmacist even to allow the trainee into the dispensary.

A motion by Sunderland asked that foreign students should be allowed to carry out their training in their own country, if supervised by a member of the Pharmaceutical Society of Great Britain. MR. D. I. R. BEGG said that some students were having difficulty in obtaining the type of training they required, particularly in retail and industrial practice. Many firms were unwilling to employ persons who would be returning to their homeland and some insisted that students given employment should remain a further year or so after their training. Seconding the motion MR. N. J. LALARI said he could not understand why the control was necessary, especially when the forensic regulations and standard books in many countries were the same as in Great Britain. Was it not logical that they should learn the medicine of their own country? The medicine of Britain was of academic interest only to them. MR. R. ODD, Portsmouth, sympathised, but asked the meeting to remember that a person who came to Britain to qualify was registered as a pharmacist in Britain. The motion was carried.

Criticism of present careers literature for pharmacy came from Chelsea delegates. MR. O. P. VAUGHAN held that some students were entering pharmacy not knowing what they were going into. A motion was carried calling upon the Pharmaceutical Society to encourage co-operation between its local branches and schools of pharmacy and grammar schools for the promotion of pharmacy as a career. The conference reaffirmed its decisions of previous years deploring the Pharmaceutical Society's action in abolishing pregraduate practical training. A Chelsea motion that medical representatives should be encouraged to provide pharmacists with product information rather than merely to take orders was defeated. Some members said they found representatives helpful, and it was pointed out that it was up to the pharmacist to ask for the information he required.

Limitation of Pharmacies "Deplored"

The conference "deplored" the motion which the Council of the Pharmaceutical Society is presenting at the Branch Representatives' meeting in May, seeking approval for the planned distribution of pharmacies. MR. J. NEWBOULD, Heriot-Watt, who introduced the subject, said that the number of pharmacies was already declining through economic factors, and declared that further reduction would lead to the channelling of pharmaceutical goods through non-pharmaceutical outlets. He criticised the Council for not saying how it proposed to implement

limitation. MR. J. MELLING, Manchester, was against anyone who said he could not "hang up my sign and practice my profession." MISS STELLA HORSFIELD, London, said that many non-pharmaceutical friends were shocked at the proposed restriction of the public's freedom of choice. Other members, however, reasoned that the lack of information about the proposals left the conference incompetent to discuss them. The "deploring" motion was finally passed, more than half the members abstaining.

The Profession Defended

A spirited defence of pharmacy came from MR. D. M. BILLS, Portsmouth, who moved the motion "That this conference considers that the standard of the profession is not in decline, as often stated, but that the standards of the general public have risen." He could not believe that students were entering a profession they felt was in decline. The rural-area pharmacist at the beginning of the century had been prominent in the community, largely owing to his high standard of education relative to that of the public at large. Today the public was able to argue even with the doctor on which tablets they preferred, but had the medical profession declined? The answer was that the public's standards were now on a par with those of the professions. The motion was carried, despite an opinion by MR. GEDDES that "standards" were relative, and in that respect pharmacy had declined.

Sunderland delegates urged the Pharmaceutical Society to lay down and enforce for all privately dispensed and counter-prescribed medicines, a scale of fees that was acceptable to a majority of pharmacists in general practice. MR. P. J. WALKER said that at twenty-two pharmacies he had visited the charge for 8 fl. oz. of mist. mag. trisil. had varied from 2s. 3d. to 5s., the multiples generally charging about 3s.

During discussion on the president's "Report on the Association," the question of increasing the membership, particularly in the universities, brought out a number of suggestions as to the advantages the Association could offer. MR. T. ASTILL argued that the advantages were to the Association rather than to the student. If the Association could negotiate from a position of, say, 90 per cent. membership of pharmacy students, it would have a real rôle to fill in the future. When MR. D. I. R. BEGG, Sunderland, said the Association's function was to represent student views on the future of the profession, MISS MARGARET GOODCHILD declared that that was the most difficult aspect of the Association to "sell."

The conference reaffirmed its belief that the advertising of substances as medicines should be banned from television and the popular Press, though the resolution was strongly criticised by some members for its wording, and there were many abstentions.



DINERS ALL: Before taking their places for the dinner that concluded the week's events, members of the old and new executives, conference local organisers, their guests and their ladies, posed for the cameraman.



After the liaison secretary for the International Pharmaceutical Students' Federation (Miss Goodchild) had reported it was agreed to see whether permanent contact could be established with the Irish Pharmaceutical Students' Association. Observers from that body were invited to the next conference (to be held in Sunderland).

The following new officers were elected for 1966-67:—*President*, T. P. Astill, Chelsea; *General secretary*, J. M. Fereday, Nottingham; *Treasurer*, D. I. R. Begg, Sunderland; *I.P.S.F. liaison secretary*, Miss J. Millward, London; *Education, grants and welfare officer*, A. J. Fairhead, Nottingham; *Scottish representative*, G. Geddes, Heriot-Watt; *Welsh representative*, C. S. Edwards, Cardiff; *Other member*, Miss M. Richardson, Chelsea; *Editor, Future Pharmacist*, K. Raymond, Chelsea.

The final afternoon of the conference was devoted to a forum, the panel comprising Messrs. A. Cowan (chairman, Pharmaceutical Society's Scottish Executive), G. Calder (group chief pharmacist, Aberdeen Royal Infirmary), Professor A. Macgregor (professor of materia medica and therapeutics, University of Aberdeen), and Mr. A. J. Thurley (retail staff department, Boots, Ltd.).

First question was from MR. L. C. H. CHAPMAN, Leicester, who cast doubts on the standards of storage and transport of Dangerous Drugs in Great Britain, in view of the number of thefts from factories and in transit. MR. THURLEY agreed that transport was not carefully guarded but pointed out that many shops had elaborate burglar-alarm systems. MR. CALDER said the need was for the public and the profession to be made aware that drugs were dangerous substances. Increased surveillance would then follow naturally. A Leicester student who suggested that S4A drugs should be delivered in the same way as Dangerous Drugs maintained that a few tablets taken from each large container of tablets

could go unnoticed. MR. COWAN recommended that such tablets should be packed in small containers, upon which a check could easily be kept.

MR. C. J. NICHOLSON sought the panel's views on postgraduate practical training. MR. COWAN said he was now in favour of such training. Whereas in the past the bulk of pharmaceutical knowledge had been gained at the dispensing bench, now the bulk of education could only be provided at college or university. Though there was the initial disadvantage of learning nothing before college, at least the student acquired no bad habits. PROFESSOR MACGREGOR thought it important that the student should be exposed in his training to the different types of pharmaceutical practice to which he might graduate. MR. THURLEY said that, on the whole, pre-graduate training was more useful, as the student got an idea of what pharmacy was all about. The pre-graduate student was also often the more mature. He advised "If you haven't had any experience in pharmacy then try to get some in the vacations, so that when you come to your practical training you will know where you want to do it." MR. CALDER pointed out that the training could be six months in each of two branches of the profession, and thought that such training would do a lot of good. Opportunity for pre-graduate training was there for all—in the vacation. All associated with such work were the better for it. The employer could take advantage of discussions with the student, who would be right up to date. Differences between the branches of the profession would, he believed, be best served by postgraduate diplomas. Such diplomas he believed necessary in hospital pharmacy. There should be recognition of the studies the hospital pharmacist undertook. Incentive would thus be given to the student to learn and the pharmacist to teach. PROFESSOR MACGREGOR said post-graduate training gave the advantage

that the younger pharmacist infiltrated into the old-established pharmacies, causing the older man to become aware of new and different philosophies. When MR. GLASS put a question on the content of postgraduate training, MR. THURLEY said it left much to be desired, partly because the influence of the colleges was not sufficiently strong. He believed that Sunderland were trying to lay down the sort of training that should be undertaken after graduation.

MR. G. BURNES, Aberdeen, asked whether pharmacists should have any control over the prescribing of drugs, now that their course had an increasing content of pharmacology. "No," replied PROFESSOR MACGREGOR. Prescribing was the prerogative of the person looking after the patient. It must be accepted that some doctors would not be aware of the pharmacological action of some of the drugs they prescribed until they brought themselves up-to-date. The doctor was exposed to pressures from the pharmaceutical industry that he was not always able to resist. MR. CALDER agreed. For the pharmacist to play a part in prescribing could only result in pseudo-diagnosis. The pharmacist could, however, advise on the drug that the doctor was about to prescribe. MR. COWAN said there was a popular misconception that the pharmacist had a vested interest in the prescribing of high-cost drugs. The contribution the pharmacist in general practice could make was to give guidance on whether any new product was an advance on anything the doctor had been prescribing before. It was also the pharmacist's responsibility to ensure that the products the patient received were of the best quality.

Pharmacology and the Doctor

MISS GOODCHILD pointed out that the amount of pharmacology in the second M.B. was less than in the London B.Pharm. course. How could doctors and pharmacist be brought more closely together? It was her belief that more use could be made by the doctor of the retail pharmacist. PROFESSOR MACGREGOR agreed that doctors could take more advice from pharmacists on pharmacology. Unfortunately, many doctors in general practice were not prepared to disclose to the pharmacist that they did not know.

MISS JOAN MILLWARD, London, asked for opinions on the "ethical" practice of pharmacy in retail. PROFESSOR MACGREGOR saw no harm in the combination of business and "ethical" components, provided the pharmacist separated them in his mind. MISS MILLWARD interjected that she suspected the medical profession of trying to keep the pharmaceutical profession down with such opinion. There would be a "narrowing of the gap" if the pharmacist practised the "ethical" part alone. PROFESSOR MACGREGOR replied that he had tried more than many of his colleagues to upgrade the status of the pharmacist, but it would not be easy for the pharmacist, on "ethicals" only, to provide a service where the public required it. MR. COWAN mentioned that the report of the Committee on the General Prac-

tice of Pharmacy accepted the situation as it was today, but the Council felt that pharmacy was not well reflected in the present context of the sale of general merchandise. A clear lead was needed on what standard should be complied with. A start on dealing with the problem would bring about an upsurge in graduate recruits to retail pharmacy. MR. CALDER said there was a similar "ethical practice" problem in hospitals, where the pharmacist's time might be taken up with "surgical store" work.

Effect of "Dunlop" Committee

MR. K. RAYMOND, Chelsea, asked whether any tailing off in the introduction of new drugs could be expected from the imposition of "Dunlop" committee controls. PROFESSOR MACGREGOR said that the committee was concerned only with safety in relation to the purpose for which the drug was used. Many other factors had to be considered before a drug could be recommended for use. The Joint Committee on the Classification of Proprietary Preparations had taken the view that there might be products that would pass "Dunlop" but which it would be inappropriate for "Macgregor" to advise doctors to use. When his committee came to publish its views on existing products a number of products now in use would be found no longer

to come into the category that a doctor could be advised to use. There would thus be a narrowing-down of the range that a doctor could or should use. There should be little need to go outside the new edition of the British National Formulary (which included a wider range than ever before), except for the advances that took place in the three years between editions. MR. THURLEY thought that the pharmaceutical industry could not afford to reduce its research, which was its "life-blood," and MR. CALDER said that, in hospital practice, there was a narrowing of products in use, if not of introductions.

MR. R. S. JONES, Cardiff, asked whether too much money that could be put back into useful medical research was not being squandered on competitive drug advertising. MR. THURLEY agreed that doctors could "do without so much paper" but a certain amount of advertising had to be done to sell the product if a company were to be a viable concern. MR. CALDER felt that the money spent on promoting "me too" drugs could be better used.

Planned Distribution

MR. L. C. H. CHAPMAN, Leicester, questioned whether the conference had been right to pass the motion deploring the Society's Council's proposals on planned distribution of pharmacies. MR. COWAN replied that a form of

economic limitation was already taking place. The guiding principle should be that, so far as possible, pharmacies should be put where they were needed. At the moment an area might have a satisfactory service and the balance be upset by the opening of another pharmacy. He believed, however, that where there was a poor service nothing should prevent the introduction of a pharmacy that might provide a better service. There was also the problem that, if the United Kingdom entered the Common Market with "no tags," new complications would result from contact with systems differing from our own. No case could be made for any monopoly. MR. THURLEY believed that some students thought limitation into health centres desirable, but such centres, if too widely spaced, would not give better service, and pharmacists would find themselves civil servants. PROFESSOR MACGREGOR saw no justification subjecting pharmacy to more planning of distribution than other businesses.

Dispensing Fees

MR. THURLEY told Miss Susan Brown, Brighton, he believed it a good idea that a scale of dispensing fees should be enforced by the Pharmaceutical Society. There should not be competition between pharmacists for their services. His own company was at present revising its scale.

Symposium on Dosage of Medicines

(Continued from THE CHEMIST AND DRUGGIST, April 9, p. 363)

MR. Allnutt then went on to say that, in calculations, the adult dose must be chosen with care, and was usually the lowest adult dose in a range. Calculating the dosage for the newborn, especially the premature infant, and for infants in the first few months of life, was still an unsolved problem. Drugs were used only if necessary, and the dosage was specific and often based on weight. If not known, one-half to two-thirds of the calculated dose might be considered safe for the newborn, and perhaps a quarter for the premature infant. Newborn and especially premature infants metabolised and excreted many drugs less effectively than did older children. Their poor tolerance to morphine might be due to lack of the ability to conjugate the substance with glucuronic acid (Holzel 1965). In the first month of life, and in the premature infant, approximately 0.15 mgm. of morphine sulphate per kilo was given and the response assessed before the most suitable dose could be determined. Chloramphenicol caused serious toxicity in the newborn and must be given in reduced dosage: sulphonamides and analogues of vitamin K might cause kernicterus. Tetracyclines could be deposited in the dentine, discolouring the teeth. That discouraged their use with children under four years old. The use of bacitracin in nearly 100 infants for periods up to 10-12 days had been reported without a single instance of renal findings severe enough to necessitate discontinuing the drug. Perhaps that was an instance of decreased drug toxicity in the less mature human be-

ing. In general the dosage forms and units produced by the pharmaceutical manufacturers were the most suitable. Oral medication was preferred for children, and liquid preparations were particularly useful for children under five. There was a need for a supply of 25-mgm. or 30-mgm. phenytoin sodium tablets and of 0.25-mgm. calciferol tablets.

Useful Flavourings

MISS M. C. ISLIP (Paddington Green Children's Hospital) reported that she had found Marmite and Bovril were useful flavourings. Some children did not like sweet preparations. The hospital issued a leaflet giving instruction about administering medicines to children. She said she was not always happy about diluting proprietary preparations. It was her experience that the 1-ml disposable syringe graduated in 1/100ths was useful. MR. Allnutt later told PROFESSOR C. W. M. WILSON, Dublin, that the colouring of medicines was an important subject but little work had been done to ascertain its importance for sick children. There was a need for the work to be done. DR. CAPPER mentioned some work undertaken a few years ago by the National Formulary committee. The evidence indicated children did not like aromatic flavours but preferred simple syrup and fruit flavours. "They didn't really object to liquorice."

DR. T. D. WHITTET mentioned that he had found useful effervescent liquids such as soda water or lemonade and he added the reminder that sometimes a

children's preparation could be used for adults. Before gastroscopy of adults lollipops made to the formula published in the *C. & D.* had proved successful.

PROFESSOR WADE asked about new dosage of digoxin designed for children. He understood that unfamiliarity had in some cases led to larger doses being given. Furthermore when an increased or changed strength was issued you had to publicise it.

MR. ALLNUTT said there were two main dosage schemes of digoxin one based on the 0.0625 mgm. product and the other on the 0.25 mgm. "There are also two elixirs and you have got to be careful about them, too."

(To be concluded)

INQUESTS

Medicines Hoard. — Over 2 lb. of loose, unidentified pills and tablets and a cardboard box half full of assorted bottles were displayed in Manchester coroner's court recently. All had been found in the home of Mrs. Mary Philomena Williams, Grey Street, Ardwick, Manchester, who died of an overdose of barbiturate drugs on February 27. The coroner was told that Mrs. Williams had been addicted to purple heart tablets and drugs of one kind or another for ten years. The tablets had been obtained from ten different chemists, he said, and it appeared she obtained prescriptions from several doctors, using more than one name. Recording an open verdict he said he was not satisfied she deliberately took an overdose.

PHARMACY MANAGEMENT

Second annual conference of the Institute

OVER eighty people attended the second annual conference of the Institute of Pharmacy Management, held at Bournemouth on March 27 and 28. Professor R. F. Timoney (Dean of the College of Pharmacy, Dublin, and vice-president of the Institute) attended all the functions, which were under the chairmanship of Mr. W. J. Stanton.

First paper, entitled "Staff Structure in Retail Pharmacy," was read by MR. S. W. KIPLING, who stressed that the economic employment of staff was important in running a pharmacy. Insufficient care and attention was currently being given to the problem of delegating function and departmentalising managerial duties. Market research should be practised to ensure that customers were being provided with their full requirements. For pharmacists there were decided advantages over non-pharmaceutical outlets provided modern methods of investigation and marketing techniques were used.

House-to-house Cosmetics

During question time MR. D. E. SPARSHOTT, Nottingham, asked whether the marketing success of cosmetic house-to-house selling organisations was due to the limited range of products they offered in comparison with the multiplicity of lines and agencies carried by chemists? MR. KIPLING considered that point valid, but thought that the chemist could overcome any disadvantage from such competition by making sure that staff dealing with cosmetics had adequate knowledge and the personality acceptable to those seeking advice. A few years ago it might well have been sound marketing policy to restrict one's range and to become involved with only one or two agencies. The same was not necessarily true today. Any decision had to be made against the background of local conditions and circumstances.

DR. I. MICHAELS, London, questioned whether, in the average type of pharmacy, complete delegation was possible. He had tried to introduce the principle, but still found it necessary to be fully informed. Since many counter assistants were part-timers, continuity was difficult to achieve.

In the second paper, "Merchandising Methods and the Independent Chemist," MR. R. M. RUSLING argued that there need be no major conflict between fulfilling professional obligations and applying effective merchandising policies (covering what is involved in buying and selling for profit, satisfying and retaining customers and making new ones, increasing the total volume of sales and the value of individual purchases). In deciding what were the right goods to stock, the pharmacist should not necessarily restrict "volume sellers," though he should take care to avoid giving his premises the appearance of a supermarket. There was a general trend towards buying larger sizes. Most successful personal merchandising policies were those presenting a general image of good value. To achieve it there should be bold and permanent displays

of such good-value items as talcum powder and soap; displays of products exclusive to some or all independents, and lastly displays of some nationally advertised items at bargain prices.

To sell in the right place and the right manner demanded study of traffic flow and space management, modernisation, and the value of open display to facilitate impulse buying. Making goods available at the right time and in the right quantity was a question not only of seasonal display, but of all-the-year-round efficient stock control.

MR. B. M. BACKHOUSE, Bradford, asked the speaker whether pharmacists should give preference to counter prescribing over merchandising products in which there was severe and direct competition with supermarkets. The speaker felt that, when there was a demand for such services, first priority should be given to counter prescribing.

MR. G. B. GREEN, Coventry, suggested that pharmacists in general paid insufficient attention to buying methods. MR. RUSLING, agreeing, called for scientific budgeting based on local demand. Various aspects of the subject were discussed. MR. E. A. JENSEN, Brighton, listed many of the major factors to be considered in establishing budgetary control in a retail pharmacy, and the chairman accepted a recommendation that the next annual conference should devote part of its time to that question. MR. J. HOWARD EVANS, Esher, wondered whether the Institute could not provide consultancy services to enable individual members to buy, at an economic level, services providing information not available to them at present, such as the nature of local demand, fashion trends, etc. The director of the Institute replied that the articles of association would allow for such services in the future.

Building Professional Status

A paper on "Publicity in Pharmacy" was given by MR. NICHOLAS HERDMAN. Recognising the dual rôle of the general practitioner in pharmacy in promoting the sale of goods and services, and also projecting himself as a professional man, he suggested that, by building up his individual professional status, the pharmacist not only improved his own standing, but inevitably improved the image for all. He advocated closer liaison to improve relations between the pharmacist and the physician. Good publicity could be translated into meaningful action by the pharmacist offering expert service and technical information to the doctor. It would help if the pharmacy seemed professional in appearance and character. The speaker advocated corporate action by the Society and the National Pharmaceutical Union to produce a universally accepted sign and to organise displays for simultaneous exhibition throughout the country.

The growing activity of the Institute of Pharmacy Management was proof of the interest in matters of proper

interest though not essentially pharmaceutical. In the recent past there had been a good deal of "schizophrenia" among too many pharmacists. They want to be regarded as the professional men their education and training made them while being forced through harsh economics into supplementing their income in non-pharmaceutical ways. Rationalisation of those two aspects had not often been thought possible. It was right, proper and possible to be professional and a good shopkeeper simultaneously. In fact it was impossible to be, at one and the same time, professional and a mediocre shopkeeper. When non-pharmaceutical goods were shoddy or unimaginatively displayed and sold, the public got the impression of equally mediocre conditions on the pharmaceutical side of the business. For them to begin to think that good medicines were most likely to be found in smart shops, some of them not pharmacies, was bad publicity for pharmacy.

Team Work

During the discussion members referred in detail to certain aspects of relationships between the medical and pharmaceutical professions and the need for co-ordinating all health professions into a single team. Doctors often stated that they were overworked, and it was not up to pharmacists to refute such statements, but to accept the obvious implication that pharmacists could help the medical profession to mutual advantage. Doctors could be persuaded to give up dispensing and to seek advice on drug therapy from those best qualified to provide it.

Some members were concerned lest pharmacy should become a salaried service and lose its independence from bureaucratic control. A full and comprehensive service must be maintained if pharmacy were to be recognised as an independent profession.

MR. G. L. HAYWARD, London, urged pharmacists to take a more active part in the life of their own communities in order to further the image of pharmacy as a profession.

PROFESSOR TIMONEY rounded off the discussion with a strong plea for the pharmacist to improve his professional image by being well informed on drugs and so become readily recognised as an adviser on drug action.

In a paper entitled "Statistics of Retail Pharmacy, 1955-65," MR. H. W. TOMSKI, compared changes in population with numbers of pharmacies in different parts of the country. His survey showed that, though the population in Great Britain as a whole had increased by about 6½ per cent., the number of pharmacies had declined by a similar figure. In certain areas, such as Southern and Eastern England, there was actually an increase, the decline being most noteworthy in the London region and in Scotland. A further analysis indicated that 62 per cent. of the pharmacies had remained under the same ownership throughout the period under review, about 15 per cent. changing hands; a further 4 per cent. had had to move to a new address, probably mainly due to town

development or redevelopment schemes in urban centres.

MR. C. G. MURRAY, Dudley, asked whether the present tendency was effective in limiting the number of pharmacies in the future, and the speaker, supported by MR. T. G. BOOTH, Bradford, referred to a recent paper that had reached the conclusion that present trends alone would make no material difference in limiting the number of pharmacies.

MR. D. H. MADDOCK, Cardiff, suggested that the Institute should set up regional groups at which studies could be undertaken under the direction of sectional leaders to prepare statistics on a regional basis, leading to the election of fellowships for work of particular distinction. Papers that required

careful study should in future be presented in advance to allow for intelligent interpretation and discussion, a recommendation that was accepted by the director of the Institute.

MR. E. A. JENSEN, Brighton, called for a meeting to discuss the wider aspects of limitation of pharmacies, and suggested that members should carry out surveys in their own locality to add to the general knowledge.

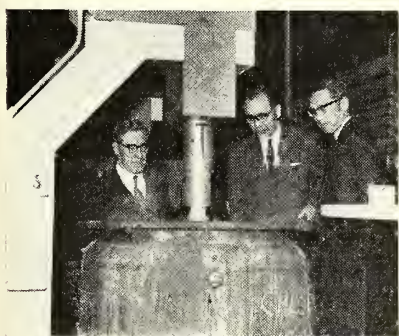
For future conferences it was suggested that a series of short papers should be read relating to personal experiences. It was hoped that in future most papers would be presented by associates and members, with fellows of the Institute acting mainly in an advisory capacity helping those presenting project studies.

MANUFACTURERS' ACTIVITIES

1966 Golf Tournament.—An additional prize of £1,000 is again at stake in the 1966 Agfa-Gevaert 72-hole golf tournament at Stoke Poges golf club, Bucks, on May 12-14. The tournament carries £3,500 of prize money, with a top award to the winner of a sum of £750.

Twenty-five Years' Service.—On completing twenty-five years with Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, Miss Peggy O'Neill, the company's cashier, recently received from Mr. Jack Klein (managing director), a diamond pin.

Hair Colouring Demonstration.—Lambert Chemical Co., Eastleigh, Hants (makers of Poly hair preparations) recently gave a demonstration and cocktail reception in Manchester for qualified or near qualified Poly consultants in the area. During the evening a model's naturally dark brown hair was changed to a bright auburn with the use of Polycolor copper shampoo tint.



STUDYING MANAGEMENT TECHNIQUES: Fifteen leading Japanese businessmen studying management techniques in Britain recently visited the laboratory chemicals division of The British Drug Houses, Ltd., at Poole, Dorset. Mr. Moritaro Nakamura (managing director, Yamanouchi Pharmaceutical Co., Ltd.) was the leader of the party, which was welcomed by Mr. F. R. Law (a director and manager of the company's marketing division) and Mr. J. H. Jenks (deputy manager, overseas division).

Rats Cleared and Fee Paid.—Modern Pied Pipers have rid Hamelin of rats—and been paid for it. An official letter from the Hamelin city authorities thanks the German subsidiary of Rentokil Laboratories, Ltd., for suc-

cessfully completing the task of clearing out all the rats. Messrs. Rentokil were appointed in March 1965 as the first officially appointed rodent controllers for the city since the Pied Piper of 1284. The contract provides for the company to maintain the city free from rats for ten years.

Awards for Leadership.—On March 19, thirty-three young finalists in the national junior leadership awards of

EXPANSION PROJECTS

RESEARCH and development laboratories costing £785,000 are to be opened later in the year at Hoddesdon, Herts, headquarters of Merck Sharp & Dohme, Ltd.

BOOTS, LTD., have placed a £100,000 contract for the demolition of existing premises and the construction of a new store at 54 High Street, Weston-Super-Mare, Somerset. Work starts immediately for completion in February 1967.

ABOUT \$80 millions is to be spent by Olin Mathieson Chemical Corporation on plant and equipment in 1966 and another \$70 millions in 1967 for the same purpose. The corporation says the finance will come from "internally generated funds."

A PLAN to modernise and substantially expand production of oxalic and lactic acids has been announced by Soc. des Usines Chimiques Rhone-Poulenc.



RETIREMENT PRESENTATION: Mr. Cecil Hall, chemist representative of Vestric, Ltd., Belfast, who has been working in Northern Ireland since 1935, was recently presented with a silver tea service and other gifts by Mr. A. N. Morrison (Branch manager) and was later guest of honour at a staff dance. Mr. Hall joined the company, then known as Evans, Sons, Lescher & Webb, Ltd., in Liverpool over fifty years ago, and held various positions throughout the country before moving to Belfast.

Remington Electric Shaver, Ltd., 26 Kensington High Street, London, W.8, were in London for the final judging. Winners were Peter Hurlle (21), Byfleet, Surrey, and Diana Walker (21), Fulwood, Preston, who each received a silver trophy and replica, £25 cheque, and Remington shaver. To qualify for the finals, candidates must have undertaken some form of service to their local communities and have given proof of qualities of leadership.



AWARD FOR EXPORT ACHIEVEMENT: Mr. T. Lyddon-Gardner (chairman of Yardley & Co., Ltd.) receives from Lord Thomson of Fleet the *Ambassador* award for achievement in the export field. The event took place in London on March 25. In his citation the editor of the *Ambassador* magazine said Yardley had "created a world-wide marketing and production organisation which has established an international reputation for a British name."

The company will build a plant for the purpose and will use a process developed by Rhone-Poulenc. Production is scheduled for the second half of 1967 at an undisclosed site.

CAPITAL expenditure by Kodak companies in Europe on manufacturing and marketing facilities during 1966 is scheduled to reach almost £16 millions, over one-quarter of which expenditure will be by Kodak, Ltd. In Europe, Kodak manufacturing companies have, over the previous five years, invested a total of around £35 millions in new and improved facilities. Among projects provided for in the 1966 budget are the construction of Estar film base facilities and the expansion of film manufacturing by Kodak, Ltd., at Harrow, Middlesex, construction by Kodak-Pathe in France of Estar film base facilities at its Chalon-sur-Saone plant and modernisation and expansion at Vincennes.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, APRIL 13: With business restricted due to Easter holidays most prices have remained unchanged since the last report. Shortages of certain CRUDE DRUGS were unrelieved although demand was never active. BUCHU was not being quoted for shipment and IPECACUANHA was similarly placed apart from the Matto Grosso variety. Forward MENTHOL prices were firmer by about one shilling per lb.; so far as Brazilian material on the spot was concerned only duty-paid crystals was available. Jamaican and Cochin GINGERS were slightly dearer but most other SPICES were unchanged. Lower per lb. were LANOLIN (by three-half-pence to twopence, according to grade), PERU BALSAM (by sixpence) and Portuguese ERGOT (also by sixpence).

In ESSENTIAL OILS, Chinese PEPPERMINT was threepence per lb. dearer for shipment while Brazilian was marked up sixpence in both positions.

SULPHADIAZINE was reduced, the 5-kilo rate now being 48s. 5d. per kilo and 25-kilos at 3s. under that figure. QUININE and QUINIDINE prices were reported to have advanced again on the Continent but domestic material remains for the time being at the levels established on January 1.

Pharmaceutical Chemicals

Where material is of foreign origin prices given below may be subject to import surcharge.

AMMONIUM ACETATE. — Kegs (70-kilos), B.P.C. 1949, 8s. 1d. per kilo. SOLUTION (200-kilo drums) strong, 3s. 6d. per kilo.

AMMONIUM BICARBONATE. — B.P. powder £54 10s. per ton; CARBONATE, £83 10s. for lump and £87 10s. for powder. All in 1-cwt. free kegs.

AMMONIUM CHLORIDE. — 50-kilo lots pure powder, 2s. 1d. per kilo.

AMMONIUM NITRATE. — Crystals, 1s. 8d. per kilo in 50-kilo lots, technical grade.

AMMONIUM SULPHATE. — 50-kilo lots, 2s. per kilo for B.P.C. 1934 grade.

CALAMINE. — 500-kilo lots, 4s. 3½d. per kilo; 1,000 kilo, 4s. 2½d. per kilo.

FORMALDEHYDE. — B.P. solutions, 5-drum lots, 710s. per ton, delivered.

HYDROGEN PEROXIDE. — For 27.5 per cent. by weight, £115 per ton; 35 per cent., £138.

IODIDES. — (Per kilo). POTASSIUM, 21s. 6d. (for 50-kilo lots). SODIUM, 28s. 6d. (for 25-kilo lots). AMMONIUM, 46s. 6d.

IODINE. — Resublimed in less than 50-kilo lots, 30s. 6d. per kilo; 50 kilos and over, 29s. 9d. Minimum delivered rates for CRUDE is 18s. 7d. per kilo.

IODOFORM. — Powder (per kilo), 55s. 3d. in 50-kilo lots; less than 50-kilos, 56s. 9d. Crystals are 6s. 6d. per kilo more.

IRON SALTS. — AMMONIUM CITRATE, 250-kilos, 9s. 4d. kilo; CARBONATE (SACCHARATED), B.P.C., 1949, 28-lb., 3s. 3d. lb.; 1-cwt., 3s. 1b.; GLUCONATE, B.P.C., 4s. 9d. per lb. in 1-cwt. lots; OXIDE RED PRECIPITATED, B.P.C., 1949, 50-kilos, 7s. 4d. per kilo; PHOSPHATE, B.P.C., 7s. 7d. per kilo; — QUININE CITRATE, 6s. per oz. in 100-oz. tin, nominal; SUBCARBONATE, 100-kilos, 6s. 0½d. per kilo; SULPHATE, B.P., crystals 1-cwt. 70s. per cwt.; 5-cwt. 65s. per cwt.; granular, 2s. 6d. per cwt. extra; excised, 1-cwt., 126s., 5-cwt., 121s. per cwt.

ISOPRENALINE SULPHATE. — 5-kilos, 380s. per kilo.

METHYL TESTOSTERONE. — Per kilo, £95.

PHENAZONE. — Imported, 9s. 6d. per lb.

Crude Drugs

AGAR. — Kōbē No. 1, 16s. per lb. in bond; shipment, 15s. 9d., c.i.f.

BALSAMS. — (Per lb.): CANADA: nominal, COPAIBA: B.P.C., spot, 14s.; shipment, 13s., c.i.f.; PERU: 20s. spot; shipment, 18s. 6d., c.i.f. TOLU: B.P., from 12s. 6d. to 35s.

BUCHU. — Spot, 5s. 9d. per lb. nominal; shipment cleared.

CALUMBA. — Mozambique root, 130s. per cwt. spot.

CARDAMOMS. — (Per lb.). Alleppy greens, spot, nominal. Shipment, 32s. 6d., c.i.f. Ceylon greens, 32s. 6d., c.i.f. and spot. Prime seed, none available spot or shipment.

CHAMOMILE. — Belgian flowers, 15s. to 16s. per lb., spot; German type, 7s. 6d.

ERGOT. — Portuguese—Spanish, spot, 12s. per lb.; shipment, 11s. 6d., c.i.f., nominal. Continental, 9s., spot.

GENTIAN. — Root, 185s. per cwt. spot; shipment, 180s., c.i.f.

GINGER. — (Per cwt.). Nigerian split, 95s. spot; 85s., c.i.f., for shipment; peeled, 210s. spot and 185s. c.i.f. African, spot, 240s., shipment, 220s., c.i.f. Jamaican No. 3 spot, 335s., shipment, 285s., c.i.f.; Cochin, spot, 270s.; shipment, 257s. 6d., c.i.f.

IPECACUANHA. — Matto Grosso for shipment, 54s. per lb., c.i.f. and spot, 55s. Costa Rican, 79s. nominal, spot; shipment, not offering. Colombian, spot, 56s. nominal; shipment not offering.

LANOLIN. — ANHYDROUS, B.P., is from 2s. 4½d. to 2s. 8d. per lb. in 1-ton lots delivered free drums. Commercial grades from 1s. 7½d.

MENTHOL. — (Per lb.). Chinese for shipment, 30s., c.i.f.; spot, 30s. in bond; Brazilian for shipment, 35s., c.i.f.; spot, 37s., duty paid.

PEPPER. — White Sarawak spot quoted at 3s. 10d. per lb.; shipment, 3s. 9½d., c.i.f. Black Sarawak, 3s. 2½d., spot; shipment, 2s. 11½d., c.i.f. Black Malabar spot not available, shipment, 350s., c.i.f.

PODOPHYLLUM. — Spot per cwt.: Emodi 220s., spot; shipment, 205s., c.i.f.

QUILLAIA. — For shipment, 165s. per cwt. c.i.f.; spot, 165s.

RHUBARB. — Various grades offered at from 5s. to 15s. per lb.

SAFFRON. — Mancha superior, spot, 725s. per lb.; Rio, 700s.

SARSAPARILLA. — Jamaican native red, spot, 3s. 6d. per lb.; shipment, 3s. 3d. c.i.f.

SEEDS. — (Per cwt.). ANISE. — Spanish, 240s.; Turkish, 165s., in bond; CARAWAY. — Dutch, 157s. 6d., spot. CELERY. — Indian, 165s., spot; April-May shipment, 135s., c.i.f. CORIANDER. — Moroccan, 65s. Rumanian whole seed, 65s. Rumanian splits, 55s., all duty paid. CUMIN. — Spot, Cyprian, 347s. 6d. Indian, 322s. 6d.; Moroccan, 350s., duty paid; Syrian 340s., duty paid; shipment, Indian now at 295s., c.i.f. DILL. — Indian, 130s., spot; shipment, 105s., c.i.f. FENNEL. — Chinese, 130s., duty paid; Indian, 150s.; shipment, Chinese, 112s. 6d., c.i.f.; Indian, 140s., c.i.f. FENUGREEK. — Moroccan on spot, 67s. 6d., duty paid. MUSTARD. — English, 67s. 6d. to 90s., according to quality.

SENEGA. — Spot, 26s. per lb., nominal.

Essential and Expressed Oils

ALMOND. — Spanish sweet oil is 6s. 9d. per lb. spot.

AMBER. — Rectified on the spot, 1s. 6d. per lb.

ANISE. — Chinese, 9s. 4d., spot, shipment, 8s. 11d., c.i.f.

BOIS DE ROSE. — Brazilian spot, 16s. 6d.; shipment, 16s., c.i.f.

CAJUPUT. — Spot from 10s. per lb.

CELERY SEED. — Indian, 100s. per lb.; English, 200s.

CITRONELLA. — Ceylon, spot, 4s. 4½d.; shipment, 4s. 3d. per lb., c.i.f.; Formosan, 4s. 6d. in bond and 4s. 9d., c.i.f. Chinese, 4s. 5d. in bond; 4s. 3d., c.i.f.

CLOVE. — Madagascar leaf for shipment, 5s. 11d., c.i.f., spot, 6s. 1d. in bond. Rectified, 10s. Distilled bud oil, ENGLISH, B.P., 26s. per lb. for 1-cwt. lots.

OLIVE. — For shipment: Spanish, £230-£240 per metric ton, f.o.b. Spanish port, Tunisian, £240 to £250 per metric ton, c. and f., London. Spot, £295 to £300 per long ton, in drums, ex wharf.

ORANGE. — Cold-pressed sweet oil, 4s. 9d. to 6s. per lb.; 16s.

PALMAROSA. — Shipment, 185s. per kilo, c.i.f.; spot nominal.

PATCHOULI. — Spot nominal; shipment, 120s. per lb., c.i.f.

PENNYROYAL. — Spot, 15s. per lb. duty paid; forward position is firm at 17s., duty paid.

PEPPERMINT. — (Per lb.). *Arvensis*: Chinese for shipment offered at 12s. 9d., c.i.f., and spot, 12s. 9d. Brazilian for shipment, 13s. 6d., c.i.f.; spot, 13s. 6d. *Piperita*: Italian spot, 72s.; forward shipment, 82s. 6d. American from 39s. to 49s., as to source.

PETITGRAIN. — Paraguay for shipment, 13s. 9d., c.i.f.; spot, 14s. 3d. per lb.

PIMENTO. — Imported BERRY, 32s. 6d.; LEAF, 24s. per lb.

PINE. — *Pumilionis*, 20s. per lb., *sylvestris*, 8s.; *abietis*, 14s.

ROSEMARY. — Spanish, 13s. 6d. per lb., duty paid.

RUE. — Spanish is 22s. 6d. per lb. on the spot.

SANDALWOOD. — Mysore, spot, 108s. per lb. East Indian for shipment, 108s., c.i.f.

SAGE. — Spanish, 22s. per lb.; Dalmatian, 26s.

SPEARMINT. — American oil on the spot, 63s. to 67s. 6d. per lb. Chinese, 80s. per kilo, c.i.f.

TANGERINE. — Sicilian best quality about 40s. per lb.

THYME. — Red, 29s. 6d. per lb. for 45-50 per cent., duty paid.

YLANG YLANG. — Best oil quoted about 135s.

UNITED STATES REPORT

NEW YORK, APRIL 12: New price rises in CRUDE DRUGS include BUCHU which gained 20 cents at \$1 per lb. and QUILLAIA which advanced five cents to 33 cents per lb. for the whole bark. SENEGA at \$3.25 was up 25 cents per lb. Among ESSENTIAL OILS, ROSEMARY prices are 15 cents to 20 cents lower at \$1.75 to \$1.90 per lb. Californian LEMON at \$4.20 was dearer by 20 cents per lb.

PRINT AND PUBLICITY

In Eight Languages

FOR the benefit of immigrants and overseas visitors, Glaxo Laboratories, Ltd., Greenford, Middlesex, are publishing in eight languages (four European and four Asian) feeding instructions for the company's range of baby foods. The languages are Polish, Italian, Spanish, German, Gujarati, Bengali, Urdu and Hindi and the feeding instructions in those languages are being

made available through chemists and clinics in Britain. The aim is to ensure that mothers fully understand the feeding instructions.

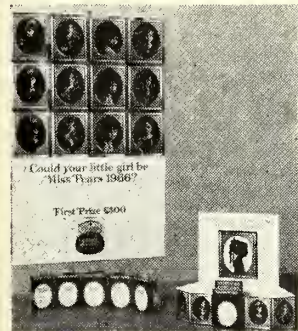
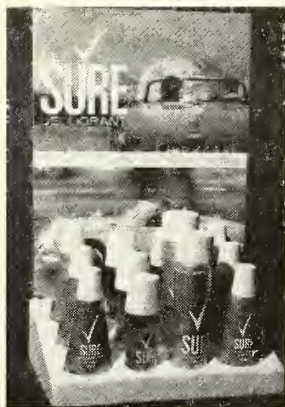
PUBLICATIONS

Booklets and leaflets

ADEMCO, LTD., Lincoln Road, Cressex Estate, High Wycombe, Bucks: "Dry mounting" (brochure).

INTERNATIONAL NICKEL, LTD., Thames House, Millbank, London, S.W.1: "Rhodium" (20-p. booklet).

POINT - OF - SALE UNITS: Left, Compact counter display designed to hold full range of Sure deodorants (acrosol, spray, roll-on) of Gibbs Proprietaries, Ltd., Hesketh House, Portman Square, London, W.1. Right, Point - of - sale merchandising unit produced for products of French & Scott, Ltd., 1a Park Road, London, E.8. Unit is a two-tier construction capable of holding quantities of seven French products. It is 20 in. high and 20 x 10 in. in base.



NEW DISPLAY PIECES: Left, Banner and counter display available from A. & F. Pears, Ltd., Hesketh House, Portman Square, London, W.1, carrying entry forms for Miss Pears 1966 competition. Centre, Display unit produced by Fisons Pharmaceuticals, Ltd., Loughborough, Leics, for their Mini-Bisks. Right, Wire display unit for Mennen range of men's toiletries distributed by Mennen U.K. associate of Golden, Ltd., Berkeley Square House, London, W.1.



JOINT DISPLAY: A campaign for the display of Maws and Trufood baby products starts on April 18, and continues for two weeks. The campaign, intended principally for participants in the National Pharmaceutical Union joint display scheme, offers a "display parcel" linking the two companies' products. Special display material has been produced for the scheme.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," March 30, No. 4570

For chemical products for use in agriculture, horticulture, and forestry; manures and fertilisers (1)

Device, 883,211, by Armour and Co., Chicago, Illinois, 60611, U.S.A.

For artificial sweetening preparations (1)
SWEETELLA, 883,572, by E. R. Squibb & Sons, Ltd., Twickenham, Middlesex.

For soaps, perfumes, cosmetics, preparations for the hair; toilet preparations and toilet articles (3)
Device with letters GS, 873,686, by Martin & Grafton, Ltd., London, W.1.

For preparations for use in setting the hair (3)
IRISET, 879,909, by Wella Rapid, Ltd., Basingstoke, Hants.

For all goods (3)
DEEP MAGIC, 876,297, by Gillette Co., Boston, Massachusetts, U.S.A.

For preparations for tinting and dyeing the hair; shampoos (3)
KIND REGARD, B877,442, by Rapidol, Ltd., London, W.7.

For soaps, non-medicated toilet preparations, perfumes, cosmetics, preparations for the hair, and dentifrices, but not including goods made of or incorporating paper or the like material (3)
Device with words SEA WITCH, 879,587, by Unilever, Ltd., Port Sunlight, Ches.

For hair dyes and preparations for the hair (3)
INECTO KIND REGARD, INECTO TRULY YOU, 881,230-31, by Rapidol, Ltd., London, W.7.

For perfumes, eau-de-Cologne, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, preparations for the hair, and soaps (3)

Device with letters DDD, 881,361, by D.D.D. & Co., Ltd., Watford, Herts.

For liquid preparations for washing up purposes and detergents (not for use in industrial or manufacturing processes), all sold in polythene flexible containers (3)

GOLDEN HANDS, B881,367, by Lanry Products, Ltd., Nelson, Lancs.

For perfumed soap, perfumes, cosmetics, non-medicated toilet preparations and hair lotions, all containing perfume essence being the produce of France (3)

FRENCH LACE, B882,865, by Bourjois, Ltd., Croydon, Surrey.

For soaps, detergents (not for use in industrial or manufacturing processes); preparations and substances for laundry use; and cleaning, polishing, scouring and abrasive preparations (3)

STARSHINE, B883,705, by Allied Services, Ltd., London, E.C.1.

For washing, rinsing and cleaning preparations, all for household use (3)

WHITE GIANT, B884,598, by Henkel & Cie, G.m.b.H., Dusseldorf-Hauthausen, Germany.

For soaps and detergents (not for use in industrial or manufacturing processes) (3)

GREEN DRAGON, 885,008, by Bracvil Public Relations, Ltd., London, W.C.2.

For liquid soaps and cleaning preparations for carpets, rugs, upholsteries and draperies (3)

DURACLEAN, 885,606, by Duraclean Co., Deerfield, Illinois, U.S.A.

For perfumes, toilet waters, cosmetic preparations, toilet articles, shampoos and soaps (3)

ARREST, 885,983, by Beecham Group, Ltd., Brentford, Middlesex.

For perfumes, lipsticks, face powders, nail varnishes; cuticle softeners, being non-medicated toilet preparations; colourings and lacquers, all for the hair; hair conditioning preparations, hair setting lotions, hair restorers; cosmetics in cream or in liquid form, rouge, cosmetics for the eyes, talcum powders and essential oils (3)

ROMNAY LA FAVORITA, B886,341, by Romney Cosmetics, Ltd., Sandwich, Kent.

For perfumes, hair conditioning preparations, hair restorers and cosmetics, all in cream form or having a cream base, and lipsticks (3)

ROMNAY CREME UNIQUE, B886,342, by Romney Cosmetics, Ltd., Sandwich, Kent.

For pharmaceutical preparations and substances (5)

OTRAL, 879,838, by Sterwin, A.G., Zug, Switzerland.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

- From the "Official Journal (Patents)," March 9
- Suberic acid.* Montecatini Soc. Generale per l'Industria Mineraria e Chimica. 1,026,311.
- Anti-diarrheal compositions.* Eli Lilly & Co. 1,026,312.
- Photographic materials.* General Airline and Film Corporation. 1,026,316.
- Production of pharmaceutical oil from fish oil.* Zaklady Rybne W Gdyni, Przedsiębiorstwo Panstwowe. 1,026,359.
- Derivatives of thiazazole and oxadiazole production and compositions and processes for combating nematodes and fungi.* J. R. Geigy, A.G. 1,026,361.
- Substituted methylene-diphosphonic acid compounds and detergent compositions containing them.* Procter & Gamble Co. 1,026,366.
- Guanidine derivatives and the preparation thereof.* Upjohn Co. 1,026,370.
- Panoramic camera.* Cinerama Camera Corporation. 1,026,385.
- Film cassette for a panoramic camera.* Cinerama Camera Corporation. 1,026,386.
- Isatin thiosemicarbazones and their preparation and pharmaceutical formulations containing them.* Wellcome Foundation, Ltd. 1,026,401.
- Substituted guanidines.* Wellcome Foundation, Ltd. 1,026,402.
- Derivatives of -tetronic acid.* Glaxo Group, Ltd. 1,026,403.
- Manufacture of organotin compounds.* Purc Chemicals, Ltd. 1,026,404.
- Organotin compounds.* F. M. Lappert and K. Jones. 1,026,405.
- Piperidine derivatives and their manufacture and use.* Farbwerke Hoechst, A.G. 1,026,408.
- Imidazole derivatives and processes for their production.* J. R. Geigy, A.G. 1,026,409.
- 19-Alkyl-androstane compounds and process for their production.* Syntex Corporation. 1,026,410.
- Granulation of potassium chloride.* Fisons Fertilizers, Ltd. 1,026,421.
- Bromination of unsaturated acids and derivatives thereof.* Monsanto Chemicals, Ltd. 1,026,442.
- Indicating devices.* Miles Laboratories, Ltd. 1,026,451-2.
- Process for the aerobic production of micro-organisms.* Kaken Kagaku, K.K., and Eiko Kasei, K.K. 1,026,483.
- Dry, vitamin-active product and process for preparing same.* Eastman Kodak Co. 1,026,493.
- Steroids and the manufacture thereof.* Upjohn Co. 1,026,501-02-03.
- Production of organophosphorus compounds.* Monsanto Co. 1,026,507.
- Derivatives of n-substituted -amino acids and processes for their production.* Laboratoires Novalis. 1,026,509.
- 5-Iodouracil-2-desoxyriboside-3-5-diester and process for preparing them.* Farbwerke Hoechst, A.G. 1,026,586.
- Nitroimidazole derivatives.* Bengel Laboratories. 1,026,631.
- Process for preparing steroid compounds.* Canada Packers, Ltd. 1,026,636.
- Nematocidal compositions.* Farbenfabriken Bayer, A.G. 1,026,638.
- Preparation of enzymic material and enzymic digestion of nucleic acid.* Schwarz Bio-Research, Inc. 1,026,639.
- Tropyl tropate derivatives.* Whitefin Holding, S.A. 1,026,640.
- Aerosol insecticidal products.* Scrtta, Ltd. 1,026,685.
- Apparatus for the treatment of the deafness caused by diseases of the middle and internal ear.* A. Manfredi. 1,026,701.
- Appliance for use in physiotherapy.* D. J. Gaffney. 1,026,707.
- Boxes and like containers for face and talcum powder.* Rayette Beauty Products, Ltd. 1,026,712.
- Production of adipic acid.* Halcon International, Inc. 1,026,725.
- Assay technique.* Imperial Chemical Industries, Ltd. 1,026,726.
- Manufacture of protective apertured members intended for applications on corns, callouses or the like.* Scholl-Werke, G.m.b.H. 1,026,737.
- Disposable tooth-brush.* Watson & Byrne, Ltd. 1,026,738.
- Monofluoroacetanilide derivatives.* Daikin Kogyo K.K. 1,026,922.
- Bag catheters.* F. E. B. Foley. 1,026,755.
- Polysaccharide esters.* Gevaert Photo-Production, N.V. 1,026,772.
- Pyrazolidine-3,5-dione derivatives.* Sandoz Patents, Ltd. 1,026,775.
- Substituted hydrozobenzenes.* Sandoz Patents, Ltd. 1,026,776.
- Process for the production of colour images by the silver dyestuff bleaching method.* CIBA, Ltd. 1,026,780.
- Urine bottles.* National Research Development Corporation and H. A. Doherty. 1,026,786.
- 2,2 Dipyridyl and alkyl derivatives thereof.* Imperial Chemical Industries, Ltd. 1,026,822.
- Method of administering poison to animals and a composition for use in such a method.* C. D. Gooding and L. A. Harrison. 1,026,823.
- Preparation for use in feminine hygiene.* Medilinc, A.G. 1,026,831.
- Esters of chlorinated carboxylic acid and herbicidal compositions containing same.* Badische Anilin- & Soda-Fabrik, A.G. 1,026,848.
- Aerosol valve housing construction and method of making the same.* E. H. Green. 1,026,866.
- Physiological stimulation oscillator.* M. Jorda. 1,026,869.
- Panoramic cine cameras.* A. Adegboye. 1,026,870.
- 4-substituted-phenylacrylic acids and derivatives thereof.* Boots Pure Drug Co., Ltd. 1,026,921.
- Process for biologically converting naphthalene derivatives into antibiotically active compounds.* American Cyanamid Co. 1,026,773.
- Process for the preparation of phenothiazine esters.* Egecsult Gyogyszeres Tapczorgyar. 1,026,926.
- Benzamides-sulphonamide compounds.* Roussel-Uclaf. 1,026,928.
- 2-aryl-4,6,7-triaminopteridines.* Smith Kline & French Laboratories. 1,026,929.
- Indicating devices.* Miles Laboratories, Inc. 1,026,950.
- Method of dyeing hair.* Schwarzkopf Verwaltung, G.m.b.H. 1,026,978.
- Cosmetic preparations containing sunscreen agents.* Boots Pure Drug Co., Ltd. 1,026,981.
- Hydrocarbon-substituted thiophosphorus compounds.* Monsanto Co. 1,026,982.
- Butoxyphenyl ureas or thioureas and preparations for selectively combating undesired plant growth.* CIBA, Ltd. 1,027,022.
- Acaricide.* Kogyo Kabushiki Daisha Daikin. 1,027,024.
- Despeciated interferon.* Olin Mathieson Chemical Corporation. 1,027,036.
- Apparatus for washing surgical instruments and like articles.* C. A. Collinge. 1,027,038.
- Compositions for treating plants.* Smith Kline & French Laboratories. 1,027,052.
- Photographic or cinematographic camera.* Pentacon Dresden Kamera-Und Kinowerke Veb. 1,027,050.
- Photographic light-sensitive materials.* Ilford, Ltd. 1,027,053.
- Dispersions of anesthetics for injection.* J. R. Geigy, A.G. 1,027,058.
- Process for the manufacture of aminoaryl phosphates and phosphonates.* CIBA, Ltd. 1,027,059.
- N-Arylanthranilic acid derivatives.* Parke, Davis & Co. 1,027,060.
- Control of disease in poultry.* Thornber Brothers, Ltd. 1,027,069.
- Slow release fertilisers.* Verenigde Kunst-Mest-fabriken Mekog-Albatros, N.V. 1,027,079.
- Pesticidal composition.* British Drug Houses, Ltd. 1,027,104.
- Preparation of stable fat emulsions.* Nestle's Products, Ltd. 1,027,129.
- British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 20.*
- From the "Official Journal (Patents)," March 16
- Focusing mechanisms in photographic cameras.* International Polaroid Corporation. 1,027,142.
- Photographic silver halide emulsion.* Agfa, A.G. 1,027,146.
- Sealing containers.* Metal Box Co., Ltd. 1,027,183.
- Treatment of egg albumen.* G. G. Turner (National Dairy Products Corporation). 1,027,187.
- Alphahydroxy oximes and alpha-acyloxyoximes.* Siedison, S.p.A. 1,027,265.
- Methylandrostenes and process for their manufacture.* CIBA, Ltd. 1,027,268-69.
- Process for producing 2,2-diarylacetamides.* Upjohn Co. 1,027,270.
- Shaving heads for dry-shaving apparatus.* Philips Electronic and Associated Industries. 1,027,275.
- Photographic apparatus.* Ittek Corporation. 1,027,304.
- Preparations of alkyl or dialkyl carbamyl halides.* Progil. 1,027,349.
- Preparations of fluoro-chlorobenzenes.* Imperial Chemical Industries, Ltd. 1,027,372.
- Dry-shaving apparatus.* Philips Electronic and Associated Industries. 1,027,384, 1,027,533.
- Pharmaceutical solutions containing diethylcarbamazine and a method for their preparation.* Wellcome Foundation, Ltd. 1,027,392.
- Process for the manufacture of mixtures of acid orthophosphoric acid esters.* Knapsack, A.G. 1,027,425.
- Desiccant compositions.* W. R. Grace & Co. 1,027,430.
- Direct-view viewfinder with variable equivalent focal length.* Pentacon Dresden Kamera-und Kinowerke Veb. 1,027,488.
- Process for the preparation of dithiooxamide.* Rohm & Haas, G.m.b.H. 1,027,540.
- Thiazoline compounds and pest-controlling agents containing them.* CIBA, Ltd. 1,027,561.
- Process for the production of symmetrical tri-oxane.* Farbenfabriken Bayer, A.G. 1,027,562.
- Process for the purification of symmetrical tri-oxane.* Farbenfabriken Bayer, A.G. 1,027,563.
- Silver halide photographic materials.* Eastman Kodak Co. 1,027,564.
- 11-oxo-18 α - and 18 β -A-neo-oleana-dien-30-oic acid derivatives.* Biorex Laboratories, Ltd. 1,027,569.
- Phenyl-cyclohexyl-alkylamines.* C. F. Boehringer & Soehne, G.m.b.H. 1,027,578.
- Phosphorus-containing esters.* Farbenfabriken Bayer, A.G. 1,027,579.
- Process for the production of β -carboxyethyl-substituted organopolysiloxanes.* Farbenfabriken Bayer, A.G. 1,027,580.
- Apparatus for making photographic prints.* Eugene Dietzgen Co. 1,027,596.
- Photographic camera with exposure control means.* Eastman Kodak Co. 1,027,598.
- Phenoxy- and phenylthio-alkylamines and acid addition salts thereof.* May & Baker, Ltd. 1,027,611.
- D-homo-steroids.* British Drug Houses, Ltd. 1,027,618.
- Pharmaceutical preparations containing γ -amino-butyric acid derivatives.* CIBA, Ltd. 1,027,619.
- Manufacture of bipyrindyls.* Imperial Chemical Industries, Ltd. 1,027,642.
- Process for the preparation of p-diisopropylbenzene.* Rutgerswerke und Tecerverwertung, A.G. 1,027,657.
- Process for the production of phosphorus tri-oxide.* Deutsche Akademie der Wissenschaften zu Berlin. 1,027,679.
- Stable aqueous suspensions of pesticides and herbicides and method of preparing the same.* Soc. Poitevine de Conditionnement. 1,027,699.
- Liquid paraffin production.* British Petroleum Co., Ltd. 1,027,703.
- 17-Amino-androstane and -androstene derivatives.* May & Baker, Ltd. 1,027,746.
- Filtering and anti-halation photographic layers.* Soc. Azioni Ferrania. 1,027,747.
- 7-Aminocephalo-sporanic acids and derivatives thereof.* CIBA, Ltd. 1,027,750.
- Process for the production of azines.* Bergwerksverband, G.m.b.H. 1,027,751.
- Preparation of orxanyl-mercaptopalkyl amides.* Commercial Solvents Corporation. 1,027,752.
- Compounds, compositions and method for promoting growth and/or preventing decay processes of plants or plant tissues.* Shell Internationale Research Maatschappij, N.V. 1,027,756.
- Penicillins.* Smith Kline & French Laboratories. 1,027,757.
- British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 27.*

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

- CHLORPROMAZINE AND CHLORPROMAZINE SULPH-OXIDE. The polarographic determination of. *J. Pharm. Pharmacol.*, April, p. 223.
- 6-DEOXY-6,6-EHTYLENEDIOXY-7,8-DIHYDRO-14-HYDROXYCODEINE HYDROCHLORIDE. The analgesic and related properties of. *J. Pharm. Pharmacol.*, April, p. 239.
- DIMETHYLSULPHOXIDE. *Aust. J. Pharm.*, January, p. 52.
- THE FIRST TRANQUILLISER DECADE (A Review). *Aust. J. Pharm.*, January, p. 52.
- PROPRANOLOL. The effect of, on anxiety. *Lancet*, April 9, p. 788.
- GLYCERYL GUAIACOLATE. Reduction of platelet adhesiveness and prolongation of coagulation-time of activated plasma by. *Lancet*, April 9, p. 795.
- DRUG LITERATURE. Techniques for selecting, evaluating and compacting the drug literature. *Amer. J. hosp. Pharm.*, February, p. 60.
- DRUGS. Advantages of a universal coding and classification system for drugs. *Amer. J. hosp. Pharm.*, February, p. 87.
- CURING MORE CANCER. *Roy. Soc. Health J.*, March/April, p. 90.
- PHARMACY AND VETERINARY MEDICINE. *J. Amer. pharm. Ass.*, March, p. 144.
- PROTECTIVE COATINGS for skin wounds. *J. Amer. pharm. Ass.*, March, p. 148.
- ORAL CONTRACEPTIVE TRIAL in the Fiji Islands. *Practitioner*, April, p. 551.
- PSYCHOTROPIC DRUGS and fertility. *Practitioner*, April, p. 570.
- DENTAL CARIES. Prevention of. *Discovery*, April, p. 32.
- INACTIVATION OF PRESERVATIVES by nonionic agents. *J. Soc. cos. Chem.*, April, p. 185.
- PARTICLE SIZE ANALYSIS using coulter counters. *J. Soc. cos. Chem.*, April, p. 197.
- RHEOLOGICAL STUDIES of new cream bases with the Brookfield synchro-lectric viscometer. *J. Soc. cos. Chem.*, April, p. 213.
- PLANTS. Biological and phytochemical screening of. *J. pharm. sciences*, March, p. 225.
- ABSORPTION OF RIBOFLAVIN in man. Factors affecting the. *J. pharm. Sciences*, March, p. 285.
- ALKYLPIPERAZINE ESTERS. Synthesis and preliminary pharmacological evaluation of. *J. pharm. Sciences*, March, p. 290.
- THE COMPACTOR. Critical evaluation of. *J. pharm. Sciences*, March, p. 328.
- SELECTED DISINTEGRATING AGENTS. Comparative study of. *J. pharm. Sciences*, March, p. 328.
- HYPOSENSITISATION IN HAY FEVER. Effectiveness of. *J. Amer. med. Ass.*, March 21, p. 985.
- DACTINOMYCIN and improved survival in Wilms' tumor. *J. Amer. med. Ass.*, March 21, p. 1005.
- HYDROXYUREA in chronic myeloid leukaemia. *J. Amer. med. Ass.*, March 21, p. 1038.
- ALDOSTERONE. Action of, on the lachrymal gland. *Nature*, April 2, p. 102.
- PHARMACOLOGY. *Drosophila*-tests in. *Nature*, April 2, p. 104.
- KETHOXAL bis(thiosemicarbazone) and cupric ions in sarcoma 180. Synergistic interaction of. *Nature*, April 2, p. 104.
- PHYTOHEMAGGLUTININ. Effect of, on guinea-pig skin in vivo. *Nature*, April 2, p. 105.
- BETA-ADRENERGIC BLOCKADE in hypertrophic obstructive cardiomyopathy. *Brit. med. J.*, April 9, p. 895.

WORLD TRADE

Canadian Sulphur Find.—The discovery of elemental sulphur near Truro, Nova Scotia, believed to be the first such find in eastern Canada, has resulted in an increased mineral exploration programme in the area, according to the Canadian Mines Minister (Mr. D. M. Smith). Sulphur in large quantities had been indicated and the apparent type of deposit was similar to that of major sulphur areas in the southern United States, he said. At this early stage of exploration, Mr. Smith added, it was not considered advisable to speculate about values and size.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, April 18

- CROYDON BRANCH, PHARMACEUTICAL SOCIETY, Friends Meeting House, Park Lane, Croydon, at 8 p.m. Mr. L. Priest (headquarters staff, Pharmaceutical Society) on "Skin Diseases and some Modern Treatments." (Refresher Course).
- ENFIELD CHEMISTS' ASSOCIATION, Enfield Arms hotel, at 7.45 p.m. Mr. N. Herdman (managing director, Duncan Flockhart & Evans, Ltd.) on "Pharmacy can be Fun."
- FINCHEY BRANCH, PHARMACEUTICAL SOCIETY, Recreation hall, Barnet General Hospital, at 8 p.m. Annual meeting and Dr. H. Davis (chief pharmacist, Ministry of Health) on "Reminiscences of Foreign Travel."
- HARROW BRANCH, PHARMACEUTICAL SOCIETY, Rest hotel, Kenton Road, Kenton, Middlesex, at 7.45 p.m. Annual meeting.
- INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION, Earls Court, London, S.W.5. Until April 22.
- INTERNATIONAL SHOPFITTING AND SELF-SERVICE EXHIBITION, Earls Court, London, S.W.5. Until April 21.
- PESTICIDES GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 5.30 p.m. Dr. B. J. Heywood (group chairman) on "Hydroxy-benzonitrile Herbicides."
- PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, School of Pharmacy, University of London, Brunswick Square, London, W.C.1. "Characterisation and Manipulation of Powders." Until April 22.
- PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, lecture room, Greenbank Hospital, Plymouth, at 7.30 p.m. Annual meeting.
- ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Golden Lion hotel, Romford, at 7.45 p.m. Annual meeting.

Tuesday, April 19

- EAST KENT BRANCH, PHARMACEUTICAL SOCIETY, County hotel, Canterbury, at 7.45 p.m. Mr. K. Holland (a member of Council) on "Practice, Ethics and the Law."
- EPSOM AND SUTTON BRANCH, PHARMACEUTICAL SOCIETY, Charter Inn, Epsom, at 8 p.m. Annual meeting.
- HULL CHEMISTS' ASSOCIATION, Queen's hotel, George Street, Hull, at 8 p.m. Annual general meeting.
- LEICESTER AND LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Bell hotel, Leicester, at 7.30 p.m. Annual meeting and discussion of motions for Branch Representatives' meeting.
- NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Medical Institute, Hartshill, at 7.45 p.m. Annual meeting.
- NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, 64 St. James's Street, Nottingham, at 7.30 p.m. Annual meeting.
- SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Fox on the Hill hotel, Denmark Hill, London, S.E.5, at 8 p.m. Demonstration and lecture arranged by Yardley of London, Ltd.
- SOUTH SHIELDS PHARMACISTS' ASSOCIATION, Vigilant Inn, Harton, at 8 p.m. Dinner and annual meeting.
- TEES-SIDE BRANCH, PHARMACEUTICAL SOCIETY, Vane Arms hotel, Stockton on Tees, at 7.45 p.m. Annual meeting.
- WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Bull's Head hotel, Chislehurst, at 8 p.m. Dr. P. O'Gorman on "A Hospital Pathologist" (illustrated).
- WEST MIDDLESEX CHEMISTS' ASSOCIATION, Vestry hall, Ranelagh Road, Ealing, London, W.5, at 8 p.m. Annual meeting followed by Mr. H. G. Moss on "Caribbean Cruise" (illustrated travelogue).
- WORTHING AND SUSSEX BRANCH, PHARMACEUTICAL SOCIETY, Cricketers hotel, Broadwater, at 8 p.m. Annual meeting. Also "British Poisonous Fungi" (recorded lecture).

Wednesday, April 20

- BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Old Granary, Wareham, Dorset, at 7.30 p.m. Dr. J. C. Parkinson (deputy secretary, Phar-

macutical Society) on "A Comprehensive Pharmaceutical Service."

- EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY and WEST HAM ASSOCIATION of PHARMACISTS, Eagle hotel, 73 Hollybush Hill, London, E.11, at 8 p.m. Mr. W. R. Littlejohn (editor, *Perfumery and Essential Oil Record*) on "Spices and Perfumes."
- LONDON BRANCH, GUILD of PUBLIC PHARMACISTS, Auditorium, Wellcome Building, 183 Euston Road, London, N.W.1, at 7 p.m. Mr. D. N. Ross (consultant surgeon, Guy's Hospital) on "Aspects of Cardiac Surgery."
- MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Swinton Park golf club, Swinton, Manchester. Competition for Members' prize.
- READING BRANCH, PHARMACEUTICAL SOCIETY, William R. Warner & Co., Ltd., Eastleigh, Hants, at 3 p.m. Visits.
- SCIENTIFIC APPARATUS AND MATERIALS EXHIBITION, Sheffield Industries Exhibition Centre, Carver Street, Sheffield, 1. Until April 23.
- TRADERS ROAD TRANSPORT ASSOCIATION, Grand hotel, Eastbourne, Sussex. Conference. Until April 23.
- YORK BRANCH, PHARMACEUTICAL SOCIETY, Merchant Taylor's hall, Aldwark, York, at 7.30 p.m. Annual dinner.

Thursday, April 21

- BEDFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, White Hart hotel, Amphil, at 7.45 p.m. Annual meeting.
- HOUNSLOW BRANCH, PHARMACEUTICAL SOCIETY, Sun hotel, Hanworth Road, Hounslow, at 8 p.m. Annual meeting.
- LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Griffin hotel, Leeds, at 8 p.m. Annual meeting.
- LINCOLN BRANCH, PHARMACEUTICAL SOCIETY, Falcon hotel, Saltergate, Lincoln, at 7.30 p.m. Annual meeting.
- THAMES VALLEY PHARMACISTS' ASSOCIATION, Victoria hotel, Surbiton, Surrey, at 7.45 p.m. Annual meeting followed by Mr. H. G. Moss on "A Miscellany in Colour" (illustrated travelogue).
- WEST HERTFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, committee rooms, town hall, Watford, at 8 p.m. Annual meeting.

Friday, April 22

- CROYDON BRANCH, PHARMACEUTICAL SOCIETY, Greyhound hotel, Croydon, at 8 p.m. Miss S. Hunt (a member of the National Gallery staff) on "Some Aspects of Fine Art and its Appreciation" (illustrated).

Saturday, April 23

- NATIONAL CHAMBER OF TRADE, Leas Cliff hall, Folkestone, Kent. Annual meeting and trade conference. Until April 27.
- PHARMACY DEPARTMENT, NOTTINGHAM UNIVERSITY, Sherwood hall, at 7.30 p.m. Reunion of former students (1954 and 1955 intake). Reception and dinner.

Sunday, April 24

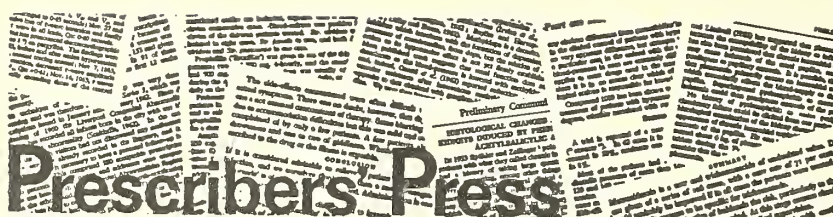
- WALLASEY PHARMACISTS' ASSOCIATION, Queens Arms hotel, Liscard, Wallasey, at 9.15 a.m. Coach outing to Macclesfield and Birdsgrove House. (Party is limited to thirty. Application should be made to the social secretary (Mr. G. R. Griffiths), 34 Princesway, Wallasey).

Advance Information

- INTERNATIONAL CONGRESS OF PLANT PROTECTION, Vienna, Austria. August 30 to September 6, 1967. (Secretariat: c/o Wiener Medizinische Akademie, Alserstrasse 4, A-1090, Wien, 9, Austria.)
- NATIONAL ASSOCIATION of WOMEN PHARMACISTS, Blackpool. Annual meeting. April 27.

Courses and Conferences

- CHEMICAL SOCIETY, University of Newcastle upon Tyne. International symposium on naturally occurring phosphoric esters. July 10-12, 1967.
- INTERNATIONAL UNION of PURE and APPLIED CHEMISTRY, London. Conference on "Modern Chemistry in Industry." September 1967.



What doctors are reading about developments in drugs and treatments

PROPRANOLOL, a beta-adrenergic blocking agent, has a beneficial effect in anxiety in a dose of 20 mgm. four times a day, report workers at St. Bartholomew's Hospital, London. Other workers have previously reported that its administration to neurotic patients who had cardiac symptoms led to both subjective and objective improvement and that the sinus tachycardia of anxiety was controlled. In the reported trial, outpatients whose most prominent symptoms were attributed to anxiety were given either propranolol for one week followed by inert tablets for one week, or the same tablets in the reverse order. Both investigators and patients assessed the effects of treatment. The beneficial effect was principally due to alleviation of autonomically mediated symptoms (palpitations, sweating and diarrhoea) and the improvement in mental symptoms was not significant (though the investigators judged an overall improvement). The results of the trial were assessed by sequential analysis and became significant in favour of propranolol after fifteen patients had been studied. (*Lancet*, April 9, p. 788.)

A PRELIMINARY report from Hammersmith Hospital, London, says that beta-adrenergic blockade may be of value in the long-term management of patients with hypertrophic obstructive cardiomyopathy (a disorder of the ventricular muscle characterised by asymmetrical hypertrophy and unusually rapid ventricular ejection of a normal stroke volume). Until now, treatment has been surgical. (*B.M.J.*, April 9, 895.)

ADVICE on contraception, and the necessary materials, should be made

available on a scale necessary to satisfy public demand, through hospital, general-practitioner or local-health-authority services, says a report on "legalised abortion" by the council of the Royal College of Obstetricians and Gynaecologists. If that were done, the need for therapeutic abortion would, it is suggested, arise less frequently. (*B.M.J.*, April 2, p. 850.)

NEW COMPANIES

P.C.—Private Company, R.O.—Registered Office.

AIR PURIFICATION, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of products for the freshening of air or the destruction of flies, etc. Directors: Peter G. Gilson and Anne D. Gibson. R.O.: 11 Bylands, Woking, Surrey.

ASTOLITE PHARMACEUTICALS, LTD. (P.C.).—Capital £100. Directors: Robert A. Turner, Doreen C. V. Turner and Mukhtar Ahmad Quraishi. R.O.: 11 Cheyne Walk, Northampton.

CRYSTAL PRODUCTS CO., LTD. (P.C.).—Capital £100. To acquire that part of the undertaking of Gala Cosmetic Group, Ltd., carried on under the business name of Crystal Products Co., and certain assets of that company, etc. Directors: Stanley H. Pickler, Richard C. Partington, William P. Kavanagh and Joan M. Wilson. R.O.: Hook Rise South, Surbiton, Surrey.

D.D.S.A. PHARMACEUTICALS (VETERINARY), LTD. (P.C.).—Capital £100. Subscribers: Michael Russell and Geoffrey M. Gee. R.O.: 46 Crawford Street, London, W.1.

DISTILLERS (KINGSTON UPON HULL), LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in chemicals and plastics, etc. Subscribers: W. N. Hologate and J. Gilderdale, 21 St. James's Square, London, S.W.1.

DURHAM CHEMICALS INVESTMENTS, LTD. (P.C.).—Capital £100. Directors: Alfred E. Breadnell, Frank L. Gilbert and John Shields. R.O.: Crown Chemical Works, Birtley, co. Durham.

STEWART J. FISHER, LTD. (P.C.).—Capital £1,000. To acquire the business of chemists carried on by the executors of the late E. S. Hutchinson at Mansfield. Directors: Stewart J. Fisher and Ronald A. Fisher. R.O.: 112 Chesterfield Road (North), Mansfield, Nottingham.

HLON LABORATORIES (HAMILTON), LTD. (P.C.).—Capital £10,000. To carry on the business as wholesale druggists, etc. Subscribers: Andrew C. Dunsmore and Ian L. Dunsmore, 156 St. Vincent Street, Glasgow.

LESHIONS CHEMISTS, LTD. (P.C.).—Capital £100. Subscribers: Muriel Goldstein and Brian Goldstein, 25 The Glade, Ilford, Essex.

H. H. METCALFE, LTD. (P.C.).—Capital £5,000. To carry on the business of pharmacists, etc. Subscribers: Roy C. Kcen and W. L. Cockerill, 116 Chancery Lane, London, W.C.2.

L. R. B. PEARCE (MANAGEMENT), LTD. (P.C.).—Capital £10,000. To carry on the business of chemists, chemical brokers and merchants, etc. Directors: Margaret W. Pearce, Muriel J. Pearce and Reginald V. Venters. R.O.: 125 High Holborn, London, W.C.1.

PHARMACEUTICAL RESEARCH (DUBLIN), LTD. (P.C.).—Capital £3,000. Directors: Robert N. Gardiner, M.P.S., and Anthony J. Leach. R.O.: All Saints Chambers, Eign Street, Hereford.

P. B. RICHARDSON (NORTHAMPTON), LTD. (P.C.).—Capital £10,000. To carry on the business of dispensing, analytical, photographic and advising chemists, opticians, etc. Directors: Peter B. Richardson, John T. B. Richardson and Colin J. B. Richardson. R.O.: Eastgate House, Cheyne Walk, Northampton.

ROUGHWOOD CHEMISTS, LTD. (P.C.).—Capital £100. Directors: William J. Gilpin and John M. Loch. R.O.: 12 Seaford Road, Liverpool, 21.

TILLNERS (1966), LTD. (P.C.).—Capital £1,000. To carry on the business of chemists and druggists, etc. Subscribers: Jill Percy and Marion Simmons, 59 Gresham Street, London, E.C.2.

VELESPIA, LTD. (P.C.).—Capital £100. To carry on the business of pharmaceutical, analytical dispensing chemists. Subscribers: Muriel Goldstein and Brian Goldstein, 25 The Glade, Ilford, Essex.

VELMOR MINIMARKETS, LTD. (P.C.).—Capital £100. To carry on the business of chemists dispensing and manufacturing chemists, drug merchants and dealers, etc. Directors: Maurice Levy, and Brian M. Levy. R.O.: 38 Gt. Portland Street, London, W.1.

WHITMAN LABORATORIES, LTD. (P.C.).—Capital \$500,000. Registered in Ontario, Canada, to manufacture and sell toiletries, cosmetics, proprietary medicines, etc. British address: Factories, 21/22 Waterloo Industrial Estate, Armside Road, Waterloo, Hants. Directors: Estec Lauder, Joseph Lauder, Leonard A. Lauder and Robert M. Worfold, all resident in the United States.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period April 24-30	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel 4
PRODUCT														
Askit powders ...	—	—	—	7/49	—	—	—	—	—	—	—	—	—	—
Aspro ...	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90	2/90
Dentu-Creme ...	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30
Euthymol tooth-paste ...	1/40	1/30	1/30	—	—	1/30	—	—	1/30	1/30	1/30	1/40	—	—
Imperial Leather ...	2/60	3/90	3/90	2/60	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	—	—
Loxene shampoo ...	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	—	—
Maybelline eye cosmetics ...	1/30	—	—	—	—	—	—	—	—	—	—	—	—	—
Moorland indigestion tablets	1/45	—	—	—	1/45	—	—	—	—	—	—	—	—	—
Polaroid colour pack cameras	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	—	—
Poli-Grip ...	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	—	2/60
Rimmel Beauty-on-a-Budget	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	—	1/30
Robinsons lemon barley ...	5/150	5/150	1/30	—	—	—	—	5/150	—	—	2/60	—	—	—
Spanish olive oil ...	1/40	—	—	—	—	—	—	—	—	—	—	—	—	—
Valderma balm ...	2/60	1/30	1/30	2/37	2/60	1/30	2/14	1/30	1/30	1/30	—	1/30	—	—
Wright's coal tar soap ...	1/15	1/15	1/15	1/15	2/30	1/15	—	1/15	—	1/15	1/15	1/15	—	—

cumulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR MARCH 1966

Debut (366 Dendron)				margarine 1lb 28 10				after shave cream 1oz —				29 6			
double strength				5now-Queen non-fat milk 1lb 62 5				emulsion 2oz —				29 6			
				(2 doz)				all weather hand cream tube —				27 6			
ands (1227 THP)				Sun-O-Life margarine 1lb 32 0				Ambassador 6oz —				45 0			
disinfectant trial 8 6				(2 doz)				astrigent 6oz —				27 6			
medium 15 6								Cologne 4oz —				52 6			
giant 21 0								8oz —				84 0			
gall 13 0ea								deodorant roll-on 2oz —				14 9			
oil roll 33 0								spray 2oz —				17 6			
(3 doz.)								stick 2½oz —				21 0			
90 (548 Guerlain)								talc spray 6oz —				30 0			
au de Cologne								eye pads —				30 0			
95cc —								friction lotion 6oz —				27 6			
190cc —								hair groom spray 6oz —				21 0			
474cc —								6oz —				19 6			
7cc —								Mark Out 1½oz —				27 6			
15cc —								pick-up mask 1oz —				42 0			
95cc —								shampoo-on-a-rope 6oz —				17 6			
245cc —								shaving foam 6oz —				17 6			
								(3)				50 6			
								special shave formula 6oz 1				29 6			
								Armyll (61 APC) TS injection vial 2 9ea				—			
								Arrrid (235 Carteret) deodorant cream 22 8				5 8			
								30 1				7 6			
								Supreme aerosol 49 3				12 4			
								roll-on refill 31 4				7 10			
								Ashes of Gardenia (150 Bourjois) soap bath (3) 9253 29 0				7 3			
								Ashes of Lavender (150 Bourjois) soap bath (3) 9252 29 0				7 3			
								Ashes of Roses (150 Bourjois) soap bath (3) 9250 29 0				7 3			
								Ashes of Violets (150 Bourjois) soap bath (3) 9251 29 0				7 3			
								Askit (69 Askit) powders 6 12 6				3 1			
								trade box 70 11 8ea				2 11ea			
								tablets 20 12 6				3 1			
								14 0				3 6			
								(3½ doz.)				(3½ doz.)			
								D powders 28							
								Astral (333 Cupal) air freshener aerosols							
								Apple Blossom 37 4				—			
								Magnolia Blossom 37 4				—			
								Rose Petal 37 4				—			
								Touch of Spring 37 4				—			
								D apple blossom 6oz & 8oz							
								D bouquet 12oz							
								D rose petal 6oz							
								Atomol (34 A&H) nasal spray 30 0				—			
								Aureocort (746 Lederle) TS ointment 250gm 203 0ea				—			
								Aurofac (295 CM&R) TSVPO food supplement (vet.) 2A 50lb 139 6ea				—			
								D Babycleen (539 GY)							
								I Babycleen (47 Anestan)							
								D Bactergent (295 CM&R) dairy detergent 14lb 35 7½ea				—			
								50lb 97 4ea				—			
								D Bactylan (1087 Roussel) tablets 250							
								D Baghari (Piguet) (1253 Turnpenny) hair lotion 1oz 34 6				8 9			
								1oz 12 9ea				3 3ea			
								1oz 30 3ea				7 7ea			
								1oz 43 2ea				10 10ea			
								1oz 61 11ea				15 6ea			
								2oz 104 2ea				26 1ea			
								4oz 190 9ea				45 3ea			
								3oz 48 9ea				12 2ea			
								1oz 73 9ea				18 5ea			
								2oz 123 3ea				30 10ea			

	soap (3)	24	3ea	6	1ea	42	6																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			</
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[illegible]

D	spray mist	1847	106	0	26	6	15	6	Herb Formulas				Italian Marble (1561 MD)				
	calcum	1808	34	0	8	6	5	0	'C' catarrh				soap				
	(plastic)	1807	34	0	12	6	7	4	2 week				guest size (6)				
	toilet soap	1862	21	0	8	6	5	0	7 week				Jaap's (660 Jaap)				
	hair oil	1834			5	3	2	9	'D' digestion				health salts				
	perfume	1891							2 week				16 6				
	perfumed Cologne	1884 & 1828							7 week				24 0				
	Freezone (655 ICC)								'R' rheumatism				Jackels (1282 VB)				
	corn remover	17	0		4	3		2	3	2 week				hair cream			
	D	Frenquel (838 MN) tablets								7 week				20 0			
Fresh Start (256 CPL)									'L' laxative				Jackson's (662 EJ)				
cleansing gel 2oz		32	9		8	2		4	6	25 20 7				glucose Devon butterscotch			
Frooty (127 Bioglan) tablets		100	24	0				3	0	100 49 2				4oz 11 6			
Gabail (49 AF)ts4B		1000	192	0				24	0	Inner Fresh 3 week				pastilles blackcurrant			
elixir bromo-val										6 week				4oz 11 6			
Gastrinol (956 Peptinol)†DDI										2 week				creme de menthe			
(distributors 1545 Vetric)										7 week				4oz 11 6			
Germolene (104 BP)										Reducing Plan				natural lemon			
D		tin	19	6		4	6		2	6	2 week				4oz 11 6		
	Gestona (994 P&M) tablets									50 day				pastilles			
	Gibbs (509 Gibbs)									2 week				antiseptic throat			
	fluoride tooth-paste economy	35	11		9	0		4	9	50 day				2oz			
	Glucio-Fedrin (938 PD)									Super bone meal				15 0			
	10mils & 1oz									500 89 0				3 7			
	Glucophage (1077 Rona)ts4B									B. Compleat				2oz			
	tablets 500mgm	50	14	0ea				18	6	100 70 0				15 0			
	tablets 500 125 0ea									Bio-Flavona				2oz			
	tablets 1000 230 0ea									Garlic Pearls				crystallised blackcurrant			
D	Golden Babe (761 Lilia-White)									20 7				2oz			
	disposable nappy liners	50	26	4				2	9	Super Iecithin				2oz			
	Gondafon (973 Pharmchemicals)									200 78 8				15 0			
	tablets	20	4	6ea				6	9	Healthy (1227 THP)				2oz			
	5 x 20 20 4							30	6	disinfectant lavender				15- 0			
	25 x 20 95 0							142	6	pine				2 0			
	Goya (532 Goya)									Helena Rubinstein (596 HR)				2oz			
	bubble bath large	41	3		10	0½		6	0	tulipstick				13 8			
	Cedar Wood									Hemotabs (893 Nicholas)				2oz			
	hair groom	58	5		14	2½		8	6	Hemotabs (67 Ashe)				glycerine, lemon and honey			
D	talcum	48	2		11	9		7	0	Homocoea (812 M&PP)				2oz			
	foam hand cream	44	8		10	10½		6	6	Exaino				14 6			
	Griptight (1349 LW)									Hippocoea				glycerine thymol			
	soothers									Hormofemin (830 Medo)				2oz			
	flat shield, filled	5	8							tablets 500 and 1000				15 0			
	teats									Hydrocortisyl (1087 Roussel)				17 6			
	banded	3	9							cream/ointment 1% 5gm & 50gm				8 6			
	international, small,									1% 50gm & 250gm				50 16 0			
	standard or large flow	4	0					6		2½% 5gm & 50gm				3 10			
	valves	2	6					4		intravenous 100mgm 20mils				2oz			
D	Guardsman (1136 Silber)									spray 30mils				14 6			
	cine projectors									Hypotensyl (49 AF)				2oz			
	Standard 8									tablets				10 6			
	Super 8									Hytrast (115 Bengue)				5 7			
	Guerlain (548 Guerlain)									suspension vial				3 7			
	base de maquillage hydratante									20mils				lime flavoured sulphur			
	tube									I.C.I. (649 ICI)				2oz			
	beaute d'un soir									louse and insect				10 0			
	cleansing cream No. 1									powder				Friar's balsam			
	No. 2									28lb 47 0ea				Jicky (548 Guerlain)			
D	lotion									rapid udder/mastitis				eau de Cologne			
	creme mousseline									test reagent kit				95cc			
	matfilm									16 6ea				190cc			
	skin food Nos. 1-2									500mils 15 0ea				474cc			
	Halex (560 Halex)									1½gall 42 0ea				perfume			
	hairbrushes gents									Ikoblitz M (1436 D&Co.)				7cc			
	3-piece set D453	47	6		11	11		6	11	flash unit				15cc			
	hairbrushes ladies									Ikophot S (1436 D&Co.)				95cc			
	Radial brush/comb									exposure meter				245cc			
	D314	40	6		10	2		5	11	Impel (1569 SAC)				Jock (1419 RW&S)			
D	ladies brush sets									deodorant aerosol				all meat			
	3-piece engine turned									40 0				small 43 0			
	3-piece rosewood handle									10 0				(4 doz.)			
	coffret Caprice									16 6 6ea				large 39 0			
	toothbrush smoker's									100 37 0ea				(2 doz.)			
	A211	24	0							1000 329 4ea				kennel pack			
	bath brush set D632									16 6 6ea				55 8			
	Radial hair brush D376									100 37 0ea				Johnsons (672 Johnson)			
	two tone brush set E690									1000 329 4ea				crepe bandage B.P.C.			
	Halina (1136 Silber)									In Love (1376 Hartnell)				2in 20 6			
D	cameras									(distributors 544 Grossmith)				2½in 26 2			
	Paulette electric									perfume				3in 30 0			
	case									HL2 277 6				3½in 34 6			
	Simplette electric									Instant Nail Dry (797 M5G)				4in 39 1			
	case									small 52 0				6in 58 4			
	Healthcrafts (29 Alfional)									Insulex (651 Insulex)				cotton wool balls carton			
	Acerosa 100mgm									food jar				belladonna plaster on red felt			
	Anti-Sat capsules									32oz 28 6ea				June Geranium (60 Arden)			
	32 day	61	9		15	5		9	0	Invirin (518 Glaxo)				soap, hand (3)			
	Bio-Flora	250	108	0	27	0		15	9	tablets				749.81			
D	Enzygest	100	92	7	23	2		13	0	60 59 0				748.81			
	Garlic Plus	144	82	3	20	7		12	6	120 110 0				bath (3)			
	Golden Seal									Ipesandrine (1098 Sandoz)				Kalarafill (1282 VB) existing entry			
	3 week	68	0		17	0		9	11	syrup 3oz				I Kalarafill (1282 VB)			
	7 week	171	5		42	10		25	0	Isopto (179 BDH) existing entry				hair food			
										Isopto (1545 Vetric)				48 0			
										alkaline 15mils				12 0			
										atropine 0.5% sl				Kaomycin (1263 Upjohn) TS			
										15mils				4oz 10 7ea			
										1% sl				16oz 40 3ea			
D										carbacheol 0.75% sl				Karswood (895 NA&V)			
										15mils				Karswood (67 Ashe)			
										1.5% sl				Karvol (324 Crookes)			
										3% sl				inhalant capsules 10			
										carpine 0.5% sl				20 0			
										15mils				5 0			
										15mils				Kattomeat (1419 RW&S)			
										15mils				meat and liver			
										15mils				(4 doz.)			
										15mils				small 43 0			
D										15mils				(4 doz.)			
										15mils				large 39 0			
										15mils				(2 doz.)			
										15mils				Kit-E-Kat (967 Petfoods)			
										15mils				6doz 41 1			
										15mils				Klik (563 Hampshire)			
										15mils				fly killer			
										5mils				18oz			
										Iso-Rapid (16 Agfa)				Kodak (711 Kodak)			
										camera "C" outfit				Instamatic camera "25"			

Myril (838 MN)	240 280 0	70 0	40 10	Liberty (538 Greebex)	1 36 0	—	4 6	talcum 9115 12 3ea 3 1ea 21 6	
blends	6oz			sunglasses gents	3 76 0	—	9 6	Moustache after-shave	
nos (655 ICC)	15 1	3 9	2 0		7 24 0	—	3 0	416 14 6ea 3 8ea 25 6	
nture powder	22 8	5 8	3 0		8 16 0	—	2 0	414 19 6ea 4 10ea 34 0	
aving cream	22 8	5 8	3 0		6 60 0	—	7 6	413 30 4ea 7 7ea 53 0	
ion (187 B5)	1oz 71 0	17 9	10 4	Lipiodol (115 Bengue)				travel pack 415 17 2ea 4 3ea 30 0	
chen salts (893 Nicholas)				viscous 40% with sulphanilamide 20mils				atomiser 5440 24 3ea 6 1ea 42 6	
chen salts (67 Ashe)				Liquifruta (1102 Sanitas)	4oz 24 8	6 2	3 3	eau de Cologne	
o-Calamine (324 Crookes)					12oz 47 4	11 10	6 3	116 15 2ea 3 9ea 26 6	
eam	28gm 31 6	7 11	4 2	with honey	4oz 26 6	6 7	3 6	114 24 4ea 6 1ea 46 6	
tion	28cc 18 0	4 6	2 4½	medica	4oz 26 6	6 7	3 6	113 36 6ea 9 2ea 64 0	
alcum powder	105cc 28 0	7 0	4 1		12oz 52 5	13 1	6 11	atomiser 5540 29 3ea 7 3ea 51 0	
otion	95gm 31 6	7 11	4 2	Lissom (869 Muir)				5115 9 1ea 2 4ea 16 0	
Manhattan (1548 H of M)				vitamin candies	22 0	6 0	3 3	Margo's (798 Margolis)	
erfume	58 8	14 0	8 6		64 0	16 0	10 0	baby powder 14oz 16 6	
mant (301 Coty)				Litesome (451 F&J)				giant size	
ath cubes	2073 41 3	10 4	6 0	Litesome (1581 Litesome)				Marigold (35 AR)	
au de toilette 013	51 6	12 10½	7 6	Litto (1282 V8)				rubber gloves	
erfume	110-20 126 3	31 7	18 9	Cremard ointment	30 0	7 6	4 6	new style suedette	
	121-20 218 9	54 8	32 6	Patchoid lotion	60 0	15 0	8 9	450 37 8	
	141-20 370 3	92 7	55 0	5ebacoid lotion	40 0	10 0	6 6	Chic 462 30 0	
	151-20 606 0	151 6	90 0	Tintas colour restorer	36 0	9 0	5 3	Crepegrip 452 28 0	
	171-20 967 6	241 10½	147 0					Featherweight 454 24 6	
ck (614 Hoechst) 1s4B				5ebacoid small size				General Service	
blends 40mgm	1000 586 0ea	—	879 0	Liu (548 Guerlain)				suedette 459 40 6	
ie (967 Petfoods)				eau de Cologne	95cc —	—	40 6	Handyman suedette	
andy	6doz 55 7	—	—		190cc —	—	62 0	458 30	
arge	4doz 66 2	—	—		474cc —	—	109 6	Marina 466 22 6	
asan (1269 VC)				L'Origan (301 Coty)	95cc —	—	47 0	Smooth 457 24 0	
ilet deodoriser	10 0	—	1 3	eau de toilette 013	245cc —	—	84 6	Marmola (451 F&J)	
ia (1168 5&J)				perfume	110-70 126 3	31 7	18 9	tablets 26 10	
ia (1372 CCL)					121-70 218 9	54 8	32 6	Mary Quant (876 MP)	
ic Shave (1113 5&8)					141-70 370 3	92 7	55 0	brush lipstick	
ide-on bottle 64 5	16 1	8 6			151-70 606 0	151 6	90 0	65 0	
rmycin (746 Lederle)				Louis Philippe (386 Douek)				Skitzo 65 0	
ith nystatin see Lederstatin				lipstick refill	56 0	14 0	7 9	cake liner 65 0	
rstatin (746 Lederle) TS								eye brush 44 6	
psules	16 18 6ea	—	27 9	Loxene (563 Hampshire)				eye pencil 37 8	
	100 110 10ea	—	166 3	hair cream dispenser				eye shapers 85 8	
	500 534 10ea	—	802 3	Lyophrin (179 BDH) existing entry				face brush 85 8	
pak (261 Christy)				Lyophrin (1545 Vestric)†	5mils 13 10ea	—	—	face final 85 8	
eaning lotion	20 0	5 0	2 11					face flush 85 8	
skin (893 Nicholas)				Lystone (655 ICC)	24 7	6 2	3 3	face lighter 85 8	
skin (67 Ashe)				salts				face shapers 85 8	
heric (753 Lenthéric)				Magic Moments (1227 THP) existing entry				lip brush 44 6	
re shadow pressed				Magic Moments (1227 THP)	hair spray aerosol 37 8	9 6	4 11	lip shapers 37 8	
owder	—	—	10 9	shampoo cream	sachet 10 0	2 6	4	lipstick 51 4	
refill	—	—	4 9		(4 doz.)			Skitzo 51 4	
applicator	—	—	2 11		sachet 10 0	2 6	4	liquid liner 51 4	
stick 5oft Focus	—	—	6 3		(4 doz.)			liquid shadow 51 4	
resentation case	—	—	9 9		2oz 11 4	2 10	1 6	maskara block 51 4	
nyx	—	—	—		medicated sachet 10 0	2 6	4	liquid 85 8	
ologne spray	—	—	9 6		2oz 11 4	2 10	1 6	oil make-up 65 0	
oyal Rose	—	—	—	Marcel Rochas (796 MR)				oil polish 51 4	
bouquet miniature	—	—	6 9	Femme				Starkers 51 4	
2oz	—	—	13 6	eau de Cologne				Mavala (664 J5&C)	
mist	—	—	18 6	2206 17 2ea	4 3ea	30 0		lipstick 60 0	
bubbling bath oil	—	—	9 6	2204 28 0ea	7 0ea	49 0		Maws (810 Maw)	
hand lotion	—	—	9 6	2203 42 0ea	11 0ea	74 0		baby powder standard	
soap toilet (2)	—	—	7 6	atomiser	5240 36 4ea	9 1ea	63 6	371.01 15 5	
ia	—	—	—	parfum	180 28 0ea	7 0ea	49 0	371.02 25 8	
perfume purse flacon	—	—	25 6		156 36 6ea	9 2ea	64 0	Milton/Maw unit	
gem	—	—	23 6		154 53 9ea	13 5ea	94 0	328.00 76 0	
1oz	—	—	37 6		153 78 3ea	19 7ea	137 0	teething balm	
3oz	—	—	57 6		152 123 6ea	30 10ea	216 0	345.00 15 5	
bouquet spray	—	—	9 6		151 188 6ea	47 2ea	330 0	zinc and castor oil cream	
hand lotion	—	—	9 6		150 228 6ea	57 2ea	400 0	337.10 10 0	
traveller	—	—	18 6		atomiser	595 53 9ea	13 5ea	337.11 18 0	
weed	—	—	—		refill	596 26 10ea	6 9ea	47 0	
perfume replica	—	—	18 6		atomiser	5253 93 6ea	23 4ea	163 6	
purse flacon	—	—	22 6		refill	5243 61 6ea	15 4ea	107 6	
1oz	—	—	35 0		parfum de toilette				
3oz	—	—	55 0		2007 19 2ea	4 9ea	33 6	aerosols	
1oz	—	—	95 0		2006 34 3ea	8 6ea	60 0	air freshener 8oz 31 6	
2oz	—	—	189 0		2004 51 0ea	12 9ea	89 0	fly killer 8oz 33 9	
purse aerosol	—	—	27 6		2003 88 0ea	22 0ea	154 0	Max Factor (813 MF)	
de luxe	—	—	42 6		atomiser	5047 30 4ea	7 7ea	53 0	manicure oil 26 0
bouquet miniature	—	—	7 9		refill	5040 54 4ea	13 6ea	95 0	Maxidex (179 8DH)
1oz	—	—	11 6		talcum powder				Maxidex (1545 Vestric)†
2oz	—	—	15 6		1115 12 3ea	3 1ea	21 6	5mils 8 5ea	
4oz	—	—	22 6		La Rose parfum			15mils 20 9ea	
8oz	—	—	37 6						Mecablitz (1136 Silber)
16oz	—	—	57 6						flashguns 117
mist	—	—	19 6						118
spray	—	—	27 6						III & 115
bath salts	—	—	9 6						Medi-Swabs (972 Pharmax)
brilliantine	—	—	14 6						— 10 x 100 65 0
essence	1oz	—	27 6		Madame Rochas				Medocodene (830 Medo)†
hand lotion	—	—	9 6		eau de Cologne				tablets 100 9 8ea
soap, guest (6)	—	—	8 9		9206 17 2ea	4 3ea	30 0		Megimide (894 Nicholas)
ouge Baiser (994 P&M)					9204 28 0ea	7 0ea	49 0		ampoules 10mils 6 23 7ea
eyeshadow 41 0	10 3	6 0			9203 42 0ea	11 0ea	74 0		25 87 0ea
ure Bleue (548 Guerlain)					atomiser	5940 36 4ea	9 1ea	63 6	100mils 18 3ea
au de Cologne					perfume	995 53 9ea	13 5ea	94 0	Memoire Cherie (60 Arden)
95cc —	—	—	40 6		atomiser	996 26 10ea	6 9ea	47 0	dusting powder
190cc —	—	—	62 0		refill	5953 93 6ea	23 4ea	163 6	puft-puft 755.84
474cc —	—	—	109 6		atomiser	5943 61 6ea	15 4ea	107 6	parfumaire de luxe
7cc —	—	—	51 0		refill	980 28 0ea	7 0ea	49 0	809.07
15cc —	—	—	76 9			956 36 6ea	9 2ea	64 0	soap bath (3)
25cc —	—	—	115 0			954 53 9ea	13 5ea	94 0	hand (3)
oil water 95cc —	—	—	47 0			953 78 3ea	19 7ea	137 0	
245cc —	—	—	84 6			952 123 6ea	30 10ea	216 0	Mennen (525 Golden)
						951 188 6ea	47 2ea	330 0	Afta
						950 228 6ea	57 2ea	400 0	body talc 105gm 34 0

brushless shave regular	32 6	8 1 1/2	4 9	tablets 1mgm	25 6 9ea	—	10 1 1/2	Ode (548 Guerlain)			
menthol	32 6	8 1 1/2	4 9		100 24 0ea	—	36 0	eau de Cologne	45cc	—	—
deodorant aerosol	3oz 40 8	10 2	5 11	2.5mgm	500 105 0ea	—	157 6		95cc	—	—
	4oz 54 4	13 8	7 11		100 30 0ea	—	45 0		190cc	—	—
spray	38 0	9 6	5 6	5mgm	500 130 0ea	—	195 0		474cc	—	—
stick	46 0	11 6	6 9		100 40 0ea	—	60 0		litre	—	—
electric pre-shave	51 8	12 11	7 6	enanthate ampoules 1mil	5 15 0ea	3 9ea	26 3	toilet water	245cc	—	—
lather shave regular	32 6	8 1 1/2	4 9	vial 25mgm/mil	10mils 120 0ea	30 0ea	210 0	Old Spice (1131 Shulton)			
menthol	32 6	8 1 1/2	4 9					after-shave lotion lime	3500 81 9	19 11	
shave talc	34 0	8 6	5 0	D Monastery (893 Nicholas)				hairdressing	3661 45 3	11 0	
skin bracer	50cc 31 0	7 9	4 6	I Monastery (67 Ashe)				Oncovin (413 Lilly)			
Soft Stroke regular	125cc 51 8	12 11	7 6	I Monogram (857 ME) existing entry				ampoules 1mgm	1 70 0ea	—	—
menthol	46 0	11 6	6 9	I Monogram (857 ME)				D Op-Thal-Zin (179 BDH)			
Mentholum (836 Mentholum)				electric overblankets				Optrex (690 Keldon)			
balm	tin 8 6	2 1 1/2	1 2	Countess single	—	—	252 0	ocular syringe	133 4	—	—
jar	20 6	5 1 1/2	2 9	double	—	—	294 0	D Optulle (690 Keldon)			
tube	20 6	5 1 1/2	2 9	dual	—	—	336 0	paraffin gauze dressing			
D Meratran (838 MN) tablets				Empress single	—	—	315 0	D Oratrol (179 BDH)			
D Merbentyl Dospan (838 MN) tablets				dual	—	—	399 0	I Oratrol (1545 Vestrice)			
Merfusan (818 M&B)†s1				Peersess single	—	—	210 0	tablets 50mgm	100 35 0ea	—	—
fungicide	12oz 140 0	—	17 6	double	—	—	252 0	D Orlane (1145 Sirex) existing entry			
D Meripons (838 MN)				dual	—	—	294 0	I Orlane (1145 Sirex)			
Mesavac (969 Pfizer)				underblanket				active	636	—	—
ampoules	10 0ea	—	15 0	60 x 32in GU24	—	—	156 6	anti-cerne	625	—	—
I Messire (1145 Sirex)				60 x 48in GU25	—	—	196 6	anti-couproline	747	—	—
after shave lotion				Morny (862 Morny)				astrale solaire	697	—	—
	225	—	21 0	dusting powder 435	—	—	8 6	astrigent	587	—	—
	226	—	21 0	perfume pursette	133	—	10 0	bio-catalys	852	—	—
Bio-Capil	232	—	20 6	Morses (1101 Sangers)				jar	850	—	—
	231	—	35 0	Indian root pills	16 6	4 1 1/2	2 3	refill	851	—	—
Cologne	222	—	29 6	Mos-tox (818 M&B)†				bio lacta	855	—	—
	223	—	49 6	moss killer	2oz 40 0	—	5 0		853	—	—
deodorant	233	—	12 0	4oz 63 0	1lb 18 8ea	—	28 0	borea e	537	—	—
hair lacquer, royal jelly								camphor lotion	597	—	—
	237	—	24 0	Mouli (865 Mouliware)				cleansing milk	568	—	—
Lacto-Derme	227	—	21 0	baby food mill	71 3	7 1 1/2	9 6		569	—	—
pre-shave	224	—	21 0	Mu-Cron (657 IL)†s7				deodorant	603	—	—
shaving cream brushless				tablets	12 21 8	5 5	3 2	embryo serum	647	—	—
	234	—	11 6		30 40 7	10 2	5 11	eyebrow pencil	595	—	—
lather	235	—	11 6	Muguet des Bois (301 Coty)				eye shadow	615	—	—
soap (3)	230	—	22 6	eau de toilette 013	51 6	12 10 1/2	7 6	pearl	614	—	—
toilet water	221	—	39 6	perfume	110-60 126 3	31 7	18 9	galba	688	—	—
	220	—	69 0		121-60 218 9	54 8	32 6	gerbera	552	—	—
Metrolen-M (1121 Searle)†s4B					141-60 370 3	92 7	55 0	refill	553	—	—
tablets	21 5 10ea	—	8 9	Mycolactine (49 AF)†s7				hair lacquer	722	—	—
D Mevilin-L (518 Glaxo)				tablets	250 110 0	27 6	15 2	handmilk	556	—	—
vaccine	vial 14 3ea	—	19 0	I Mydriacyl (179 BDH)				hydratante	726	—	—
D Mezuran (649 ICI) tablets				D My Love (60 Arden)				integrale	617	—	—
Midicel (938 PD)†s4B				heart-shaped soap				lacta cream	926	—	—
tablets 0.5gm (vet.)				bath	736.77	—	8 6		927	—	—
	12 6 2ea	—	9 3	hand (3)	735.77	—	17 3	lauria	930	—	—
	100 46 8ea	—	70 0	D Myodil (518 Glaxo) ampoules				lip pencil	596	—	—
I Midriacyl (1545 Vestrice)†s4B				Nappi-Rolls (810 Maw)				lipstick	36	—	—
0.5% 15mils 10 2ea	—	—	—	old pack	355.01 17 0	—	1 10	case de luxe	34	—	—
1% 15mils 13 0ea	—	—	—	D Narcotile (115 Bengue)				maquillage	509	—	—
Milk of Magnesia (976 PS&T)				D Narcotiligne (115 Bengue)				maquilleur a cils	620	—	—
liquid	4oz 17 8	4 2	2 4	Nemolin (655 ICC)				maquisol	695	—	—
tablets	handy 15 11	3 9	2 1	pile ointment	30 3	7 7	4 0	mascara	575	—	—
standard	32 5	7 9	4 3	Neo-Femergin (1098 Sandoz)				refill	576	—	—
Mil-Par (976 PS&T)				ampoules 1mil 6 & 50				masque de detente	627	—	—
	4oz 18 5	4 5	2 5	D Neron (1274 VDL) MC				mirasol	694	—	—
	8oz 32 5	7 9	4 3	de-luxe tablestand	—	—	35 0	nail enamel	45	—	—
	16oz 50 3	12 0	6 7	Therachern infra red lamp	—	—	31 0	pearl	46	—	—
Mini Bisks (1530 Fisons)				Ultra Vitalux irradiator	—	—	101 3	fixing base	47	—	—
lemon puffs	44 6	—	4 9	Nestle (451 F&J)				remover	49	—	—
Minolta (667 JCL)				Colorhair	58 3	14 7	8 6	naturelle	736	—	—
camera								ombreline	737	—	—
Autopak-700	—	—	799 6	Nethaprin Dospan (838 MN)†s7				orange cream	607	—	—
D Misty (1092 Saga) existing entries				tablets	30 8 10ea	2 2 1/2ea	15 6	pate pellicia	48	—	—
I Misty (1092 Saga)				Neuroplex (1197 Sumner)†				patricia	902	—	—
creme rinse sachet	43 7	10 11	6	dp 2 litres	21 6ea	—	—	poudre deesee	915	—	—
(1 gross)	(1 gross)			Nighthawk (538 Greebex)				poudre de beaute	555	—	—
cuticle remover	10 4	2 7	1 6	night driving glasses				purifica	931	—	—
hair spray, Hard to Hold,					1015 18 8ea	—	28 0	reve bleu	911	—	—
Soft Style aerosol				D Nobactin (1277 VI)	1025 16 0ea	—	24 0	reve rose	910	—	—
	8oz 38 0	9 6	5 6	D Noris (778 Luminos) existing entry				rouge cream	565	—	—
economy	16oz 53 4	13 4	7 11	I Noris (778 Luminos)				royal jelly	716	—	—
sachet refill	50cc 10 2	2 7	1 6	cine projectors					717	—	—
Mani-Cure	34 6	8 7	4 9	Super 200	—	—	899 6	elixir	720	—	—
nail polish remover	10 4	2 7	1 6	automatic	—	—	1099 6	eye cream	715	—	—
Quick Set spray				Synchroner T.S.	—	—	1499 6	hair lacquer	721	—	—
	8oz 35 9	8 11	4 11	slide projectors				soap	730	—	—
refill	8oz 20 7	5 2	2 10	66/150	—	—	519 6	royal laelia	920	—	—
shampoo's lanolin, lemon tonic				Airflow 66	—	—	779 6	refill	921	—	—
medicated sachet	29 1	7 3	4	300	—	—	539 6	smart cream	561	—	—
(1 gross)	(1 gross)			Airlux 500	—	—	510 6		558	—	—
bottle	20 7	5 2	2 10	V.24 de-luxe	—	—	972 6	tan Orlane	696	—	—
lacquer removing				Noxzema (1524 Chembro)				tonique	577	—	—
sachet	43 7	10 11	6	liquid skin cream					578	—	—
Mitsouko (548 Guerlain)				bottle	37 6	8 10	5 3	vestale	906	—	—
eau de Cologne				N P.U. (810 Maw)				maquilane	905	—	—
	95cc	—	40 6	liquid antiseptic					907	—	—
	190cc	—	62 0		2oz 12 7	3 2	1 10				
	474cc	—	109 6	toothbrushes	8oz 26 10	6 9	3 11				
perfume	7cc	—	51 0	denture		—	2 3				
	15cc	—	76 9	smokers	18 0	—	2 3				
	25cc	—	115 0	Nueva Maja (317 CS)							
toilet water	95cc	—	47 0	spray mist aerosol							
	245cc	—	84 6		3oz 16 9ea	4 2ea	30 0				
Moditen (1176 Squibb)†s4B				Octaflex (1305 WB)							
elixir	60mils 7 9ea	—	11 7 1/2	aerosols	100mils	—	—				
1 litre	60 0ea	—	90 0	500mils							

[illegible]

[illegible]

plexion milk	419J	44	0	11	0	6	5
	419L	72	0	18	0	10	6
plexion powder	1400	43	0	10	9	6	3
p emollient cleanser	512J	57	0	14	3	8	4
	512L	87	0	21	9	12	8
skin cleansing cream	413J	43	0	10	9	6	3
ish complexion cream	414	47	0	11	9	6	10
her foundation powder base	516	44	0	11	0	6	5
ndation cream	1410	44	0	11	0	6	5
d cream "air flow"	1450	58	0	14	6	8	6
hite Beauty	515J	65	0	16	3	9	6
	515L	113	0	28	3	16	6
ender							
sing powder	1709	101	0	25	3	14	9
am bath	7269	84	0	21	0	12	3
	1734	34	0	8	6	5	0
rfume	7280	47	0	11	9	6	10
	7282	53	0	13	3	7	9
	7283	73	0	18	3	10	8
	7284	98	0	24	6	14	4
	7286	146	0	36	6	21	4
	7288	257	0	64	3	37	6
stallised Cologne	7270	53	0	13	3	7	9
ray mist	7247	106	0	26	6	15	6
ap toilet	1662	21	0	5	3	2	9
ach	1663	36	0	9	0	4	9
cum	7208	34	0	8	6	5	0
lastic)	1707L	50	0	12	6	7	4
efying cleansing cream	1707	34	0	8	6	5	0
h's travel kit	412J	43	0	10	9	6	3
meal complexion soap	20131	413	0	103	3	60	3
n food	3462	21	0	5	3	2	9
n fresher	411J	38	0	9	6	5	7
	411L	65	0	16	3	9	6
ic cleanser	418J	44	0	11	0	6	5
	418L	72	0	18	0	10	6
et hair oil	430J	44	0	11	0	6	5
er shave lotion	430L	72	0	18	0	10	6
	1934	34	0	8	6	5	0
	2058J	37	0	9	3	5	5

eau de Cologne for men	2028J	53	0	13	3	7	9
lipstick refill	68	30	0	7	6	4	5
Poise mist	1440	44	0	11	0	6	5
pre-electric shave lotion	2022J	41	0	10	3	6	0
shaving cream lather	2056J	24	0	6	0	3	6
brushless	2057J	24	0	6	0	3	6
Clearskin	1514						
hair control cream	2234 & 2235						
lavender bath essence	7266						
shaving bowl plywood container	2155						
shaving lotion, tender skin	2158						
vitamin hand care cream	4414						
Yaxa (366 Dendron)							
deodorant aerosol	6oz	35	2	8	9	4	11
mist	1½oz	24	0	6	0	3	6
York Town (1131 Shulton)							
after-shave lotion	2804	106	0	25	10	16	6
Zal (1480 Izal)							
disinfectant	small	9	9	—	—	1	1
large	15	9	—	—	—	1	9
family	24	0	—	—	—	2	8
Zepto (261 Christy)							
pencil	11	0	2	9	1	7	
Zincfrin (179 BDH)							
Zincfrin (1545 Vestric)							
eye solution 15mls	4	7ea	1	2ea	—	—	—
Zolyse (179 BDH)							
Zubes (563 Hampshire)							
cough sweets	31b						

AMENDMENTS TO KEY

TO SUPPLIERS

- 149 Box = W. H. Box, 47 Mayflower Street, Plymouth.
Plymouth 65175.
236 Carven = Carven Distributors, division of Shulton
(Great Britain), Ltd., Trevor House, 100 Brompton
Road, London, S.W.3.
342 CWLD = C. W. L. Developments, Ltd., Mortimer
Hill, Mortimer, nr. Reading, Berks. Mortimer 337.

- 347 Dalmas = Dalmas, Ltd., Greenfield Factory, Steeley
Lane, Chorley, Lancs. Chorley 4251.
425 ELC = Estee Lauder Cosmetics, Ltd., 18 Davies
Street, London, W.1. Hyde Park 9271.
551 GI = Gulton Industries (Britain), Ltd., Granville
House, 132 Sloane Street, London, S.W.1. Sloane 2191.
667 JCL = Japanese Cameras, Ltd., 50 Piccadilly,
Tunstall, Stoke-on-Trent, Staffs. Stoke-on-Trent 65134.
678 Kabi = Kabi Pharmaceuticals, Ltd., Bilton House,
Uxbridge Road, London, W.5. Ealing 4717.
797 MSG = Maria St. George, Ltd., Tile House, Tile
House Lane, Denham, Bucks. Denham 2231.
837 MSD = Merck Sharp & Dohme Ltd. Hoddesdon,
Herts. Hoddesdon 67123.
857 ME = Monogram Electric, Ltd., Gatwick Road,
Manor Royal, Crawley, Sussex. Crawley 26261.
869 Muir = Marjorie Muir of London Ltd. la Carlton
Hill, London, N.W.8. Primrose 6832.
915 OPTH = Opthoerapeutics Ltd. 72 Leadenhall
Market, London, E.C.3. Mincing Lane 9261.
980 Photopia = Photopia, Ltd., Hempstalls Lane, New-
castle, Staffs. Newcastle 65131.
989 Polaroid = Polaroid (U.K.), Ltd., Rosanne House,
Welwyn Garden City, Herts. Welwyn Garden 23331.
1145 Sirex = Sirex, Ltd., Spirella House, Oxford Circus,
London, W.1. Regent 3542.
1215 T & OE = Technical & Optical Equipment (Lon-
don), Ltd., 15 Praed Street, London, W.1. Ambassador
3181.
1501 DEA = Dreamland Electrical Appliances Ltd.
Shipyard Estate, Hythe, Hants. Hythe 3471.
1525 PDF = Parfums de Paris Ltd. 66 Sloane Street,
London, S.W.1. Belgravia 7342.
1558 MCL = Mayfair Chemicals, Ltd., 33 Station Road,
Chadwell Heath, Essex. Seven Kings 2099.
1565 P. Plus = Paul Plus, Ltd., 29 King Street, Newcastle,
Staffs. Newcastle 65136.
1575 Ilon = Ilon Laboratories, Lorne Street, Hamilton,
Lanarks. Hamilton 24310.
1576 P de S = Parfums de Soisel (U.K.), Ltd., 1 Artillery
Passage, London, E.1. Bishopsgate 1462.
1577 AT = Adam, Tucker & Co., Ltd., 134 Fulham Road,
London, S.W.10. Fremantle 9980.
1578 Vernon = Vernon & Co., Ltd., Penwortham Mills,
Preston, Lancs. Preston 83293.
1579 BC = Bateman (Cernelle), Nine Oaks, Over Peover,
Knutsford, Ches.
1580 Sheridan = Sheridans Laboratories, Ltd., 273
Fulham Road, London, S.W.10. Flaxman 1168.
1581 Litesome = Litesome Sportswear, Ltd., Victoria
Park Works, Keighley, Yorks. Keighley 2453.
1582 Albion = Albion Laboratories, Ltd., 14 Weeding-
ton Road, London, N.W.5. Gulliver 3478.

THIS WEEK'S CHANGES

Prices are given in the sequence: Trade price per doz./purchase tax per doz./retail price
(bold if maintained), thus:—17s 11d/4s 3d/2s 3d. A dash — in any column indicates that the
manufacturer has provided no figure appropriate to that column.

(1397 P de LL)							
logne 1oz	3144	5	5ea	1	4½ea	9	6
2½oz	3139	10	6ea	2	7½ea	18	6
4oz	3147	18	6ea	4	7½ea	32	6
8oz	3149	31	0ea	7	9ea	55	0
rfume 2cc	3003	4	10ea	1	2½ea	8	6
4cc	3161	7	8ea	1	1½ea	13	6
½oz	3157	10	6ea	2	7½ea	18	6
3 (234 Cartwright)							
ointment	22	3	5	7		3	3
tablets	15	3	3	10		2	3
il (684 Kaylene)							
y (234 Cartwright)							
by cream	9	0	—	—	—	1	3
	12	3	—	—	—	1	9
eder	8oz	14	0	—	—	3	0
ap (3)	18	6	4	7½		2	6
rivers (234 Cartwright)†DDI							
ctus adult	22	6	5	7½		3	0
	38	6	9	7½		5	3
unior	18	0	4	6		2	6
	31	3	7	10		4	3
wright (234 Cartwright)							
ache drops 6dr	12	9	3	2		2	3
y (672 Johnson)							
posable nappies (10)	21	3	—	—	—	2	3
ppy pants	48	6	—	—	—	5	6
(2 Abbott)T5							
osules							
25mgm	100	14	0ea	—	—	21	0
500	500	68	4ea	—	—	102	6
50mgm	100	27	0ea	—	—	40	6
500	500	133	4ea	—	—	200	0
mtabs							
25mgm	50	8	0ea	—	—	12	0
100	100	14	0ea	—	—	21	0
500	500	68	4ea	—	—	102	6
1000	1000	133	4ea	—	—	200	0
50mgm	25	7	10ea	—	—	11	9
100	100	27	0ea	—	—	40	6
500	500	133	4ea	—	—	200	0
1000	1000	263	4ea	—	—	395	0
osules 250mgm							
250							

R	Diabinese (583 HP)†s4B						
	tablets						
	100mgm	100	18	0ea	—	27	0
		500	78	2ea	—	117	3
	250mgm	100	39	5ea	—	59	1½
		500	185	7ea	—	278	4½
R	Distaquaine-V (378 Dista)T5						
	tablets						
	125mgm	100	14	0ea	—	21	0
		500	68	4ea	—	102	6
		1000	133	4ea	—	210	0
	250mgm	100	27	0ea	—	40	6
		500	133	4ea	—	210	0
		1000	263	4ea	—	395	0
R	Distaquaine V-K (378 Dista)T5						
	tablets						
	125mgm	100	14	0ea	—	21	0
		500	68	4ea	—	102	6
		1000	133	4ea	—	210	0
	250mgm	100	27	0ea	—	40	6
		500	133	4ea	—	210	0
		1000	263	4ea	—	395	0
R	Economylin (1515 CD)T5						
	syrup	2oz	4	0ea	—	—	—
		16oz	32	0ea	—	—	—
	tablets/capsules	100	67	6ea	—	—	—
		500	335	0ea	—	—	—
		1000	668	0ea	—	—	—
•	Eylure (443 Eylure)						
•	Clean 'n' Curl kit	51	4	12	10	7	6
•	refill lashcurl	10	0	2	6	1	6
•	refill lashcleans	3	4	10	10	7	6
•	Eylight	51	4	12	10	7	6
•	eyematic mascara	60	0	15	0	8	9
•	refill	34	4	8	7	5	0
•	Lovlinail	27	4	6	10	4	0
•	Shadobrow	85	8	21	5	12	6

A = Price advanced
R = Price reduced
• = New entry
D = Delete
C = Correction
I = Insert

	Shadomatte	34	4	8	7	5	0
A	Shadoliner	34	4	8	7	5	0
	Indiscider (1397 P de LL)						
A	Cologne 1oz	3143	5	5ea	1	4½ea	9 6
	2½oz	3138	10	6ea	2	7½ea	18 6
R	4oz	3124	18	6ea	4	7½ea	32 6
R	8oz	3126	31	0ea	7	9ea	55 0
A	perfume 2cc	3001	4	10ea	1	2½ea	8 6
	4cc	3160	7	8ea	1	1½ea	13 6
	½oz	3156	10	6ea	2	7½ea	18 6
	talcum	3128	4	3ea	1	0½ea	7 6
	Insulin (34 A&H and 208 BW)†s7	147	Boots	and	179	BDH	and
•	Nuso 40 units/mil						
	10mls	48	0	—	—	5	4
	80 units/mil						
	10mls	93	0	—	—	10	4
D	Kaylene (684 Kaylene)						
D	lax						
D	saline						
A	Lucien Lelong (1397 P de LL)						
	coffrets and gift sets						
	3154	8	4ea	2	1ea	14	6
	3151	14	6ea	3	7½ea	25	6
	3152	14	6ea	3	7½ea	25	6
	3153	18	6ea	4	7½ea	32	6
R	Tout Lelong	3092	22	10ea	5	8½ea	40 0
A	Trio	3090	14	4ea	3	7ea	25 0
C	Macleans (105 BTD)						
	tooth-paste 142gm	35	5	8	10½	4	9
A	Moorland (234 Cartwright)						
	indigestion tablets						
	20	9	4	2	4	1	3
	40	15	0	3	9	2	0
	80	26	3	6	7	3	6
C	Mothaks (430 Eucryl)						
	aerosols should read 5½oz						
•	"N" (1397 P de LL)						
A	Cologne 1oz	3145	5	5ea	1	4½ea	9 6
	2½oz	3140	10	6ea	2	7½ea	18 6
R	4oz	3125	18	6ea	4	7½ea	32 6
R	8oz	3127	31	0ea	7	9ea	55 0
A	perfume 2cc	3004	4	10ea	1	2½ea	8 6
	4cc	3162	7	8ea	1	1½ea	13 6
	½oz	3158	10	6ea	2	7½ea	18 6
	talcum	3129	4	3ea	1	0½ea	7 6

Numorphan (179 BDH) tablets 15mgm 500									
Passionnement (1397 P de LL) Cologne 1oz 3146 5 5ea 1 4 1/2ea 9 6 2 1/2oz 3141 10 6ea 2 7 1/2ea 18 6 4oz 3148 18 6ea 4 7 1/2ea 32 6 8oz 3150 31 0ea 7 9ea 55 0 perfume 2cc 3005 4 10ea 1 2 1/2ea 8 6 4cc 3163 7 8ea 1 1 1/2ea 13 6 1 1/2oz 3159 10 6ea 2 7 1/2ea 18 6									
Penetrol (234 Carwright) drops 18 8 4 8 2 9 inhalant 23 4 5 10 3 3 36 0 9 0 5 0 inhaler 16 6 4 1 1/2 2 6									
Penicillin-V-Lilly (413 Lilly)TS Pulvules 125mgm 100 14 0ea — 21 0 500 68 4ea — 102 6 1000 133 4ea — 200 0 250mgm 100 27 0ea — 40 6 500 133 4ea — 200 0 1000 263 4ea — 395 0									
Rowachol (776 JML) capsules 50 96 0 24 0 12 6 30									
Sigmamycin (969 Pfizer)TS capsules 250mgm 16 16 8ea — 25 0 100 100 4ea — 150 6 1000 970 6ea — 1455 9 syrup 60mils 6 3ea — 9 4 1/2									
Spiralux (1550 H&B) bathroom scales Spiralux with p.v.c. cover 37 3ea 3 8ea 59 6									
Vanguard with plastic mat and centre handle 31 0ea 3 0ea 49 6 with fur mat and centre handle 37 3ea 3 8ea 59 6									
Stabillin V-K (147 Boots)TS tablets 125mgm 100 14 0ea — 21 0 500 68 4ea — 102 6 250mgm 100 27 0ea — 40 6 500 133 4ea — 210 0									
Surmontil (971 PSMB)†s4B ampoules 2mils 10 12 0ea 3 0ea 21 0 tablets 25mgm 50 12 0ea 3 0ea 21 0 500 108 0ea 27 0ea 189 0									
Tackle (280 CP) medicated gel 37 4 9 4 4 11									
Terra-Bron (969 Pfizer)TS 120mils 21 3ea 5 4ea 37 2									
Terra-Cortril (969 Pfizer) TS eye/ear suspension 5mils 7 3ea — 10 10 1/2 spray 1oz 9 10ea — 14 9 2oz 17 3ea — 25 10 1/2 topical ointment 1/2oz 4 5ea — 6 7 1/2 1/2oz 10 1ea — 15 1 1/2									
Terramycin (969 Pfizer)TS capsules 250mgm 16 13 11ea — 20 10 1/2 100 83 10ea — 125 9 1000 809 5ea — 1214 1 1/2 intramuscular injection 100mgm vial 2 6ea — 3 9 intravenous injection 250mgm vial 4 8ea — 7 0 500mgm vial 8 5ea — 12 7 1/2 ophthalmic solution 25mgm 5mils 2 11ea — 4 4 1/2 oral suspension 1-5gm 5 3ea — 7 10 1/2 paediatric drops 10mils 3 7ea — 5 4 1/2 syrup 125mgm/5mils 60mils 5 3ea — 7 10 1/2 tablets 50mgm 100 19 5ea — 29 1 1/2 100mgm 25 10 4ea — 15 6 100 38 9ea — 58 1 1/2 250mgm 16 13 11ea — 20 10 1/2 100 83 10ea — 125 9 1000 809 5ea — 1214 1 1/2 topical ointment 1/2oz 2 2ea — 3 3 1/2oz 3 11ea — 5 10 1/2 topical powder 3% 1/2oz 4 4ea — 6 6 troches 15mgm 24 2 0ea — 3 0 vaginal tablets 100mgm 10 5 6ea — 8 3 S.F. capsules 16 14 5ea — 21 7 1/2 100 87 0ea — 130 6 1000 840 5ea — 1260 7 1/2 with polymyxin B ophthalmic ointment 1/2oz 9ea — 1 1 1/2									
Tetracycln (969 Pfizer)TS capsules 250mgm 16 12 5ea — 100 74 6ea — 1000 718 10ea — 10 intramuscular injection 100mgm vial 2 3ea — intravenous injection 250mgm vial 4 2ea — 500mgm vial 7 4ea — paediatric drops 1gm 3 2ea — 2oz 4 6ea — syrup 16oz 33 4ea — tablets 100mgm 100 34 5ea — 250mgm 16 12 5ea — 1000 718 10ea — 10 Tetracycln-P (969 Pfizer)TS capsules 1000 718 10ea — 10 Tetracycln-S.F. (969 Pfizer)TS capsules 16 12 10ea — 2oz 4 6ea — 1000 746 2ea — 11 Theodox (1061 Riker) with phenobarbitone 1000 Ultrapen (S83 HP)TS syrup 60mils 5 7ea — tablets 125mgm 20 12 0ea — 100 49 3ea — 500 232 10ea — 3 250mgm 20 22 0ea — 100 97 2ea — 500 464 5ea — 6 V-Cil-K (413 Lilly)TS Pulvules 125mgm 100 14 0ea — 500 68 4ea — 1000 133 4ea — 2 250mgm 100 27 0ea — 500 133 4ea — 2 1000 263 4ea — 3 tablets 125mgm 100 14 0ea — 500 68 4ea — 11 1000 133 4ea — 2 250mgm 100 27 0ea — 500 133 4ea — 2 1000 263 4ea — 3									

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